

The decline and fall of a worldwide drug empire

By Tony Dawe

A secret meeting of leading international detectives in Miami nearly two years ago laid the foundation for the breaking this week of the world's biggest drugs racket, run by Oxford graduate Mr Howard Marks.

The detectives were summoned from Scotland Yard, Customs and Excise, the Royal Canadian Mounted Police and a dozen other agencies by the US Drug Enforcement Agency to decide how to put an end to the operations of a man who had made himself one of the world's four leading drug barons.

The Americans were alarmed at the way that the Marks syndicate was pouring cannabis into their country. "Marks is a multi-tonne man," a DEA special agent, Mr Craig Lavett, told the assembled detectives. The seizures which had been made by the US were making little difference to the operation. The profits were so huge that the

syndicate could afford the occasional loss.

The detectives agreed on an international operation to track the syndicate. It turned out to be the supreme example of international crime-busting co-operation.

The DEA was amazed to discover, as the intelligence and surveillance information developed, that the syndicate was being operated like a multinational company with strong family control.

His wife Judy served as company secretary, and her brother, Mr Patrick Lane, was in charge of laundering the proceeds of the vast operation. Mr Marks himself was both chairman and managing director, taking a close personal interest in all the deals.

Unlike many drug barons, he believed in face-to-face meetings and flew to them in style, travelling first or class. In 1985, he even became a director of the London-based travel agents, Llew and Llew, to facilitate his movements and to

overcome a local difficulty — namely that he seldom journeyed under the same name.

Mr Marks, aware of the sophisticated airline ticketing computers that can help detectives track suspects, acquired at least a score of different passports. Sources in America have claimed that he possessed as many as 30 different identities. It was in keeping with his nature. On a previous appearance in court seven years ago, a judge remarked that he had so many identities that he must have difficulty knowing who he was.

Mr Marks flew to all the main cannabis-producing regions in Asia to make his deals and then appointed "regional managers" to maintain control. In Pakistan, where the high-quality "Paki black" is produced, he met Mr John Denbigh, a long-time associate and fellow Briton, in charge. In Thai-

land, another Briton, Mr Phil Sparrowhawk, took control but quickly assumed responsibility for all of south-east Asia.

They were loyal directors of the syndicate, but in the Philippines, Mr Marks made a mistake. He welcomed Lord Moyihan, the half-brother of Britain's Sports Minister, Mr Colin Moynihan, into his operation, impressed by his title and the scale of rackets that he was running in the country.

Mr Marks was unaware that the disgraced peer had been persuaded to infiltrate his organization by the US and Filipino authorities, who had been threatening to close down Lord Moyihan's operations.

In all these countries, Mr Marks would buy cannabis by the tonne and ship it by a variety of routes to his main market, the United States, where two Americans, Mr Ernest Combs and Mr Gerald Wills, controlled its distribution.

Mr Jack Hook, a DEA official, said yesterday in Miami: "They were able to buy freighters for cash to smuggle marijuana and hashish to the United States, Canada and other countries."

"They were able to launder millions of dollars through false-front businesses, which ranged from a language school in Karachi to a travel company in Hong Kong."

The British colony became the financial centre for the syndicate, but small offices operated in many European capitals, including London. Some of the smaller consignments of cannabis were routed through European airports en route for America to try to avoid detection. On occasions, routine checks by Customs officers detected the cannabis.



Mr Marks: Had claimed that he was "too smart" to be caught.

Court rights urged in children's charter

By Frances Gibb
Legal Affairs Correspondent

A new legal "charter for children" giving them rights to go to court to seek orders on their future and new legal responsibilities for parents were called for by the Law Commission yesterday as part of an overhaul of the law on children and families.

The commission's 100 recommendations, which have been put to the Lord Chancellor, could form the framework for the Government Bill on child care law expected next parliamentary session.

The commission's report comes only weeks after the Butler-Sloss report on Cleveland sex abuse cases urged reforms to the public law on child care and local authorities.

In the other sector — the private law on children and families — the commission also concludes the law is complicated, confusing and unfair. "The result is undoubtedly unintelligible to ordinary people, including the families involved, and on occasions

Report details 4

may prevent them or the courts from finding the best solution for their children."

It puts forward a Bill for a Children's Act which contains both its recommendations and leaves gaps where the Government could slot in its own proposals on the powers of the courts to make care and supervision orders.

The commission, which is the Government's statutory law reform body, makes clear in its report that its proposals and those of the Government on care and supervision orders contained in its child care White Paper should be carried forward together.

Last night Professor Brenda Hoggett, the Law Commissioner responsible for family law, said: "The Lord Chancellor will be considering this report and decide what to do with it."

"What the commission hopes is that the public law would be tackled alongside our proposals for private law."

Quoting the Lord Chancellor, the commission says that the Butler-Sloss report, the Government's review of child care law, and the commission's own review of child law in the family present "a historic opportunity to reform the English law into a single rationalized system."

A key proposal in the report is that statutory recognition should be given to the wishes of children.

Continued on page 18, col 3

MPs urge inquiry into petrol prices

OFT accused of failing to protect customers

By Martin Fletcher, Political Reporter

A full-scale Monopolies and Mergers Commission investigation into alleged petrol price fixing by Britain's leading oil companies was demanded yesterday by an all-party committee of MPs.

The Tory-controlled Trade and Industry Select Committee said it had found *prima facie* evidence of illegal retail price maintenance and very little evidence of any genuine price competition.

In a highly critical report, the MPs also accused the Office of Fair Trading, set up in 1979 with monitoring the level of competition in the petrol industry, of "incompetence" and having manifestly failed in its duty.

But the report provoked an angry reaction from some of the oil companies, who have vigorously denied the allegations made against them by the Petrol Retailers Association and others. And Sir Gordon Borrie, director-general of the Office of Fair Trading, said that he was far from convinced of the case for an inquiry.

The wider allegations had not been established, Sir Gordon said. The report provided no firm evidence of collusion

in price fixing. "I am not sure as yet that there is a case for having the Monopolies Commission investigate."

The commission can take no action without Sir Gordon asking it to do so, but it is also open to Lord Young of Graffham, Secretary of State for Trade and Industry, to ask for an investigation through Sir Gordon. The DTI said that it was studying the report and

Leading article 11

convening the Office of Fair Trading, but no decision had been reached.

Mr Viv Thomas, marketing director of BP Oil, said that the report was based "on the most highly subjective material at best, and the most superficial at worst". He regretted the possibility of a time-consuming investigation to establish the truth, but insisted: "We have absolutely nothing to hide."

Both Shell and Texaco also declared that they had nothing to fear from an investigation.

Mr Bruce Pether, director of the Petrol Retailers Association, which led the case against the oil companies, said the last investigation of the petrol industry had taken two years. That was too long, and the Office of Fair Trading should take immediate action. Petrol could be sold about five

pence a gallon cheaper if there was true competition.

The RAC welcomed the report and urged the Government to respond swiftly. The public had to be satisfied that it was getting a fair deal, a spokesman said.

MPs on the committee agreed that they had come across little conclusive evidence of anti-competitive practices by the leading oil companies, but much circumstantial evidence.

They pointed to the fact that the companies frequently sell each other's petrol to save on delivery costs. "No doubt this saves the oil companies £50 million on costs, but the possible effects of this arrangement on competition and retail prices may be detrimental to the final consumer," the report said.

The MPs said they had no conclusive evidence to substantiate allegations that the companies operated as a formal cartel to fix prices, but said that such a cartel would be difficult to detect.

The way prices rose and fell in unison suggested insufficient internal competition and reluctance by the companies to take each other on.

The MPs pointed out that the leading companies have consistently maintained market shares slightly below the 20 to 25 per cent that would trigger an automatic inquiry.

This discouraged price competition. "If Shell wants to constrain its market share to about 20 per cent it is unlikely to engage in aggressive pricing to increase that share."

The committee discussed the tight control exerted by the companies on their retailers, who have very little discretion on setting prices. "Taking account of all the evidence before us, there is little doubt that *de facto* resale price maintenance is taking place."

The report also accuses Shell, in particular, of being "less than wholly truthful" when it denied that it insisted on retailers selling its own brands of non-petrol products.

The last investigation into the petrol retailing industry was in 1979. It concluded that a complex monopoly existed, but was not acting against the public interest. However, it charged the Office of Fair Trading, "the main watchdog of consumer interests", to monitor the situation.

The committee said the Office of Fair Trading had failed to do this. Its means of monitoring price levels were inadequate. Its benchmark of unfair competition was whether oil companies were making "excessive profit", but this was "too crude a measurement".

Trade and Industry Select Committee: Petrol Retailing in the UK. HMSO £13.50.

Double agent playboy peer



Lord Moyihan and his wife Editha: the disgraced peer was persuaded by the American and Philippine anti-drugs authorities to infiltrate the cannabis operation run by Mr Marks.

WIN £130,000

Portfolio
— PLUS NEW —
Accumulator

● Two people shared the daily prize yesterday (see page 3) so the Portfolio Accumulator remains unchanged at £130,000.
Prizes: page 23

Exam results

Accountancy examination results, and degrees awarded by the University of Wales, Swansea, will be published tomorrow. Warwick and University of Wales Institute of Science and Technology degrees appear today. Page 25

INDEX

Home News	2-4
Overseas	5-7
Business	19-24
Sport	36-40
Arts	26-36
Appointments	26-36
Births, marriages, deaths	13
City Diary	12
Criminals	28-33
Crosswords	15, 18
Diary	10
Entertainment	16
Features	10, 15
Information	12
Law Report	11
Leading articles	11
Letters	11
Media & Marketing	28-29
Night Sky	12
On This Day	10
Parliament	8
Property	33-36
Science Report	9
Spectrum	17
TV & Radio	25
University results	18
Weather	18

Inventor dismayed by Hotol decision

By Pearce Wright and Sheila Ginn

Mr Alan Bond, the inventor of the revolutionary British spaceplane, Hotol, expressed his dismay yesterday at the Government's refusal to back the project, but in Parliament the Prime Minister strongly defended the decision.

Mrs Thatcher argued that the money "could far better go to many other projects" which would help Britain more.

"There is no question of this country being able to finance the research or production of such an enormous project... of the order of £4 billion to £5 billion," she said.

Dr David Owen, the SDP leader, raised the issue in the Commons by accusing the Government of taking a "deplorably short-sighted decision" and urged the Ministry of Defence to declassify the patents for the space plane.

Mr Bond gave a warning, in an interview with *The Times*, that if the Government blocked the future of Hotol, he

would be forced to consider going abroad to work on it. He said the refusal of Mr Kenneth Clarke, who moved yesterday from the Department of Trade and Industry to take over the new Health portfolio, "has completely demoralized the teams at Rolls Royce and British Aerospace working on Hotol."

Mr Bond said: "Mr Clarke believes that there are plenty of young engineers with bright ideas, most of them too expensive. He thinks projects like Hotol come from a flash of inspiration in the bath. He showed no conception of the years of experience that led to the idea that has been successful in its experimental stage."

He asserted that Hotol was still many years ahead of possible competitors and he was committed to the small team that was dedicated to the venture.

Parliament, page 8
Letters, page 11

Heath unleashes new broadside on Thatcher

By Philip Webster
Chief Political Correspondent

Mr Edward Heath launched another vitriolic attack on the Prime Minister yesterday, suggesting that she had now sacked all the people of talent within the Government.

Four days after his outspoken broadside against Mrs Thatcher's appointment of Mr Leon Brittan as a European Commissioner, the former Prime Minister returned to the fray. He criticized her decision to split the Department of Health and Social Security and suggested that it resulted from a collective lack of ability among her Ministers. He accused the Government of being out of touch.

With some MPs already suggesting that the party whip should be with-

drawn from Mr Heath over last week's outburst, his remarks last night appeared to leave him friendless on the Conservative back benches.

It was being pointed out that several members of the present Cabinet were his protégés, including Mr Douglas Hurd, who once headed his private office, Mr Kenneth Baker, once his parliamentary private secretary, Mr Kenneth Clarke, the new Secretary of State for Health whom Mr Heath first brought into government, Mr George Younger and Mr Peter Walker.

Even Mr Robert Key, unofficial parliamentary private secretary to Mr Heath in 1984-85, said: "It grieves me that he seems to have a selective memory — he is now knocking some of his own protégés."

MPs who long ago gave up hope of

Mr Heath saying a good word about the Government were even more scathing. Mr George Gardiner, MP for Reigate, said: "The poor fellow is obviously in his dotage, so we must be charitable. He clearly has no place in today's Conservative Party."

Asked during an interview on LBC about the division of the DHSS, Mr Heath said: "It shows now that the Government has nobody who is capable of running a large department. It does take a man of talent and decision-making capability and influence over Parliament to run a great department like health or industry. It has become more and more obvious that they are not available. They have all either been sacked or they are not there."

Mr Heath said that by splitting

Heavy fighting as Gulf talks begin

From Christopher Thomas, New York

After bitterly accusing Iraq of using chemical weapons in a continued push into Iranian territory, Iran's Foreign Minister held his first round of talks yesterday with Señor Javier Pérez de Cuéllar, the United Nations Secretary-General, aimed at ending the eight-year Gulf war.

Dr Ali Akbar Velayati, accompanied by Mr Mojtaba Mir-Mohdhi, the Deputy Foreign Minister, said as he entered the talks that "still the war is going on very seriously".

After the 90-minute session, Dr Velayati said he had held "constructive and fruitful talks" about the implementation of Security Council Resolution 598, which lays down the procedures for a ceasefire. Another meeting was scheduled for late last night.

Dr Velayati was not due to meet the Secretary-General until today. The hurriedly

arranged encounter yesterday was a sign of the urgency with which Señor Pérez de Cuéllar is trying to maintain the momentum for peace.

Without naming Iraq, a spokesman for the Secretary-General reiterated the UN Security Council's condemnation of the use of chemical weapons. He also emphasized that releasing the hostages held by pro-Iranian groups in Lebanon was regarded by Señor Pérez de Cuéllar as a "parallel issue".

Mr Tariq Aziz, Iraq's Foreign Minister, arrived here last night and is due to meet the Secretary-General this morning.

● NICOSIA: Tehran said its forces yesterday recaptured the western town of Islamabad-Gharb seized by Iraqi and Iranian opposition troops in one of their deepest thrusts into Iran of the war.

Towns captured, page 5
Photograph, page 18

STAYING IN MANCHESTER? TAKE HOME A LITTLE EDINBURGH.

You will certainly enjoy a memorable stay at Hotel Piccadilly. Even more so if you're staying on full or corporate rate during week days from 18th July until 31st August.

Because now you can take home the perfect souvenir, with our compliments. A beautiful, fine lead crystal whisky glass from Edinburgh Crystal.

Right in the heart of the city, we are the only hotel in Manchester with the distinction of a full RAC 5 Star rating. Lavishly equipped rooms, full executive and secretarial facilities. Free taxi from station or airport. Free car parking. Superb restaurants.

Not to mention our exclusive 5 Star Executive Service. A unique experience, including limousine, butler service and many more luxuries, for only a little extra cost. Hotel Piccadilly — without doubt, the best stay in Manchester.

Ring 061-236 8414 for your reservation.
PLEASE ADVISE US OF YOUR PICK-UP/RENTAL.

HOTEL PICCADILLY
Embassy Hotels

HOTEL PICCADILLY, PICCADILLY PLAZA, MANCHESTER M1 1QR.

NEWS ROUNDUP

£405m EC grant for job schemes

Employment and training schemes throughout the United Kingdom are to benefit from a £405 million grant from the European Commission. It has given backing to measures ranging from national programmes such as the Youth Training Schemes and the new employment training programme to small local projects run by local community groups.

The Department of Employment yesterday described the allocation as massive and said it represented just over 19 per cent of the European Social Fund's budget.

Last night, Mr John Cope, Minister of State at the Department of Employment, said a total of 2,909 projects would be supported by the allocation.

£3m housing boost

Some of the worst areas of private housing in the North-west, Yorkshire, and the West Midlands are to benefit from an extra £3 million for improvements, Mr Nicholas Ridley, Secretary of State for the Environment, said last night in a Commons written reply. Authorities benefiting are: Allerdale, £200,000; Birmingham, £400,000; Blackburn, £400,000; Bolton, £200,000; Hyndburn, £200,000; Pendle, £100,000; Rochdale, £200,000; Sheffield, £400,000; Stoke, £250,000 and Wirral, £500,000.

Bolt murder clue

Detectives hunting the killer of Miss Diana Maw, aged 36, who died when a six-inch crossbow bolt was fired into her head, yesterday found the abandoned contents of her handbag on a footpath near Hillcrest Road, Ealing, west London, a few hundred yards from her flat in Woodfield Road, Ealing, west London.

Children allowed in

Mr Douglas Hurd, the Home Secretary, signalled acceptance yesterday of the validity of DNA testing as a means of confirming parenthood in immigration cases. Already the Government has granted entry clearances to "a number" of children who have been the subject of a pilot trial by the Home Office and Foreign and Commonwealth Office. The trial covered 103 children.

Bypass Bill rejected

A private Bill to authorize the construction of the Lyndhurst bypass through the New Forest in Hampshire was rejected yesterday by a Commons select committee, accompanied by strong criticism of the Government for supporting the use of parliamentary time for the purpose.

Girl's body found

A murder hunt was under way yesterday after the body of Sharon Standley, aged 14, of Bromfield Road, Grimsby, was found by a passer-by in a playing field. She died from a single stab wound.

Striking seamen continue to defy court ruling



Mr John Prescott, Labour's energy spokesman, addressing striking seamen outside the Port of Dover yesterday (Photograph: Denzil McNeelance).

Time to take a stand says MP

By Tim Jones

More than 200 seamen dismissed by the P&O ferry company appeared yesterday openly to defy a High Court ruling as they were told by Mr John Prescott, Labour's energy spokesman, that it was time to take a stand.

The defiant rally by the men, who have been in dispute for six months, came after the ruling by Mr Justice Michael Davies on Monday that pickets outside the dock must be limited to six people.

The hearing, at which the National Union of Seamen was fined a further £25,000 for contempt of an earlier ruling forbidding mass picketing, placed the union on three weeks' "probation" to prove it dissociates itself totally from illegal picketing before it can regain control of its sequestered assets.

Yesterday, lawyers acting for the union, which is facing financial ruin, said they intend to appeal against the High Court decision later this week.

Mr Christopher Erving, the NUS solicitor, said the exact grounds of the union's appeal case had still to be worked out. Union officials feel strongly that they have done everything in their power to dissociate themselves from members who mass at the dock gates daily to jeer at former colleagues who accepted the company's new terms and conditions.

Yesterday, as the crowd yelled "scab" at those reporting for work, Mr Prescott, who is an NUS-sponsored MP, passed on the best wishes of Mr Sam McCusker, the union's general secretary, who is not allowed to attend.

Health chiefs run up £60m debts

By Sheila Gunn, Political Staff

Health authorities are running up big debts and delaying payments to creditors for up to four months because of the Government's spending squeeze.

The National Audit Office, the official spending watchdog, reported yesterday that the authorities have been selling off holdings to try to balance their books.

The report from Mr John Bourn, the Comptroller and Auditor General, warns Mr Kenneth Clarke, the new Secretary of State for Health, of the plight of English health bodies which ran up debts estimated at between £60 million and £70 million last year. The Welsh and Scottish authorities are facing similar problems.

Mr Bourn said for many years the authorities lived within their resources. However, pressure of cash limits had encouraged the authorities

to improve their budgets. "Since April 1, 1983, health authorities have increasingly supplemented their approved revenue expenditure limits by reducing cash tied up in stocks, debtors and bank balances and by delaying payments to creditors in some cases by utilizing more fully the limits of credit and payment terms."

The exercise had cut working balances so that between 1983 and 1987, net assets of £53 million became net liabilities of £77 million. By March last year the health authorities owed a total of £150 million in both capital and revenue costs.

Mr Bourn said the Department of Health and Social Security had wanted health authorities to keep delays in paying their bills "within the bounds of financial prudence" although it did not issue guidance. Last year a DHSS analysis found that 10 of

the 205 regional and district health bodies had built up a four-month backlog of bills. The average was about seven weeks.

The health service management board chaired by Mr Tony Newton, the former Health Minister, investigated the health authority spending last year. It reported that the overspending was comparatively "minor" although individual regions and districts were running into serious difficulties. The DHSS started to keep its own close checks on the budgets from this year.

Meanwhile, Mr Clarke notched up another record yesterday by being sued on his first day as Secretary of State (Jill Sherman writes).

A firm of Merseyside solicitors said High Court writs had been issued on behalf of 20 haemophilic patients exposed to the Aids virus because of

contaminated blood products. The defendants named in the action were the Secretary of State and the Attorney General.

Mr Graham Ross, the solicitor co-ordinating the legal action, said it was believed at least 50 more patients would be seeking substantial payments.

The allegations against the Government related to the failure to ensure sufficient supplies of home-produced Factor 8, the clotting agent haemophiliacs inject daily, he said.

"The short-fall led to dependency on imported products from the United States, even though standards of blood collection in that country fell far below those required in the UK."

"The British haemophilic was thereby subjected daily to a risk of contamination that had been known about since the middle of the 1970s."

Report on Chernobyl fall-out

Action on lamb criticized

By Martin Fletcher, Political Reporter

Some lamb with radiation levels above the statutory limit may well have been eaten by the public in the wake of the Chernobyl disaster, an all-party committee of MPs said yesterday.

There was no convincing evidence that public health had been jeopardized, but there were several routes by which lamb above the limit could have reached the shops and "it must therefore be probable that some did so", the Commons agriculture committee said.

Seven weeks elapsed between the arrival of the Chernobyl fall-out on May 2, 1986 and the imposition of the first restrictions on slaughtering.

The Ministry of Agriculture, Fisheries and Food argued that it was young suckling lambs that showed levels of radioactivity above the 1,000 becquerel limit and that those would not have been slaughtered in that period.

However, the MPs insist that some suckling lambs could have been slaughtered and that the ministry was "wrong to discount this

possibility". They point to attempts by the Scottish Department of Agriculture to minimize disruption to farmers, and say this was regrettable as it meant the restrictions were not watertight.

They also say that, as restrictions were not placed on some peripheral areas until 1987, it was conceivable some sheep had entered the food-chain in the intervening period.

There was a "clear case of negligence" in the Government's failure to act on reports of very high rainfall during the critical period in North Yorkshire, but the MPs emphasize that contaminated lamb could not have reached the shops on a scale that posed a threat to public health.

Elsewhere in the report on the Government's reaction to Chernobyl, the committee,

chaired by Mr Jerry Wiggin, Conservative MP for Weston-super-Mare, says the public relations effort was inadequate, and it calls on ministers to find ways of helping the 130 or so farmers who were victims of the "rough justice" of the compensation scheme.

It says the Government "got it right for nearly everybody" but had a clear duty to accommodate those for whom it did not.

Mr Wiggin said that criticisms levelled at the Government concerned details and that the Government had, in general terms, succeeded in the extraordinary circumstances in its aim of ensuring safe food. Moreover, it had learnt the right lessons for the future.

More than £100,000 is to be spent by Labour-controlled Derbyshire County Council on radiation monitoring equipment after councillors said they were dissatisfied with the Government's handling of the disaster.

Agriculture Committee, Chernobyl: The Government's Reaction (Stationery Office, £4.70).

Policy aid group for the left

By Robin Oakley
Political Editor

A new "think tank" was launched yesterday to help the Labour Party and its sympathizers to get back into the intellectual fray.

Lady Blackstone, the Master of Birkbeck College, who is to be chairman of the new Institute for Policy Research, conceded that the Right had effectively won the battle of ideas over the past decade.

The new institute is designed as a counterweight to bodies such as the Centre for Policy Studies, the Institute of Economic Affairs, and the Adam Smith Institute, which have helped to fuel Thatcherism. It is promised £1 million in funds by individuals and trade unions, enough to keep it going for five years.

There will be no formal links with the Labour Party, but shadow ministers seeking studies on particular policy areas will be given a sympathetic hearing.

Lady Blackstone said that there had been an over-emphasis on the individual in the present Government's ideology and it would focus more on community issues. "We want to explode the myth that unemployment is a necessary evil."

Rail subsidy cut

By Rodney Cowton, Transport Correspondent

British Rail's booming commercial performance has led the Department of Transport to cut its subsidy by a further £33 million.

In 1986 it was set a target of reducing the subsidy, known as the public service obligation grant, to the equivalent of £605 million at today's prices, by 1989-90.

The target will be achieved this year — 12 months early.

However, Mr Paul Channon, Secretary of State for Transport, announced yesterday that this year's grant had been set at £572.5 million, a reduction of £33 million.

British Rail said the reduced grant, now paid only for the services of Network SouthEast and certain provincial services, had been set by negotiation, and it accepted it with equanimity.

"Our results for the first half of 1988 show record levels of both Turnover & Profit.....I am confident of a material growth in profit in 1988 and that the business will continue to make steady progress."

LORD KEITH OF CASTLEACRE
Chairman

Profit before tax up 30%
Earnings per share up 29%
Dividend up 33%

	6 months to 3rd July 1988 £ million	6 months to 28th June 1987 £ million	12 months to 31st Dec. 1987 £ million
TURNOVER	1,109.0	983.6	2,066.6
PROFIT BEFORE TAXATION	100.2	77.2	188.0
EARNINGS PER SHARE	11.6p	9.0p	22.5p
DIVIDEND PER SHARE	3.0p	2.25p	7.0p

The full version of the Interim Statement will be posted to all shareholders and will also be available at the Registered Office of the Company.

STC PLC, 10 Maltravers Street, London WC2R 3HA.

STC PLC

Lloyds Bank Mortgage Rate.

Our Mortgage Rate will be increased to 11.5% p.a. APR 12.2%* and will apply to new and existing borrowers from 1 August 1988.

*The APR shown is typical of loans for 25 years.
†Formerly Home Loan Rate.



Lloyds Bank

THE THOROUGHBREDED BANK.

Lloyds Bank Plc, 71 Lombard Street, London EC3P 3BS.

Marks makes court appearance after global drugs raids

By David Sapped

Briton Dennis Howard Marks, a former MI6 agent, appeared in a Majorcan court yesterday as drug enforcement agencies around the world celebrated what the Americans described as the "busting of the largest marijuana and hashish smuggling operation in the entire world."

Marks, aged 43, appeared in the Supreme Court in Palma to be told that extradition proceedings to the United States could start within three days. The US Department of Justice indictment accuses Marks of controlling the 18-year smuggling enterprise, eventually smashed with the help of Lord Moynihan, the fugitive half-brother of Sports Minister Mr Colin Moynihan.

In London, Balendo Chi Cheun Lo, a 29-year-old travel agent, was remanded in custody following an extradition application from the United States. He was among 21 people named in addition to Marks on the US indictment. Three other men were being interviewed by Scotland Yard drugs officers last night.

It emerged yesterday that Monday's seizure in the Costa Brava of 15 tons of hashish, valued at \$35 million, was not, apparently, connected with the arrests. Seizures valued at \$100 million have already been made in the United States.

A Spanish police report that IRA gun-runner James McCann, a known Marks associate, had been arrested in Palma was also denied yesterday.

Drug Enforcement Agency officers in Miami last night praised the international co-operation that had led to the arrests. "We cannot praise the work of Her Majesty's Customs and Excise and New Scotland Yard highly enough," said a spokesman.

"This has been an operation aimed at busting the largest marijuana and hashish smuggling operation in the entire world. It has taken three years but, thanks to the cooperation we have received from agencies in Britain, Canada, Spain, Thailand and elsewhere, we believe we have done it."

Marks, recruited by MI6 while at Oxford and who used his connections with the secret services to win acquittal at the Old Bailey in 1981 on a charge of attempting to smuggle 15 tons of cannabis into Scotland, appeared in court yesterday with his 33-year-old wife Judy and two other men: Geoffrey Hugh Kenyon, aged 46, a former resident of Saudi Arabia and the owner of a restaurant near Palma, and William Roger Reeves, also known as Mead, who was arrested earlier this month.

The Americans embarked on their investigation in 1985, concerned at the amounts of Thai marijuana and Pakistani hashish being imported into the United States.

Lord Moynihan, who fled Britain 20 years ago after police launched a fraud inquiry into his interests in London, set up in business in the Philippines but was reported to be under police protection in the States yesterday after revealing information about the drugs ring.

At Bow Street magistrates' court yesterday, Det Con Kenneth MacLennan, of Scotland Yard's extradition squad, said property seized in the case so far amounted to "far in excess" of \$100 million.

He objected to bail for Lo, arrested on Monday at his Piccadilly travel agency, because "documents seized in this case indicate that false passports have been issued and he will use his knowledge of the travel business to abscond."

Lo, of The Avenue, Kilburn, north London, was remanded in custody for a week.

Two other arrests, one in Canada and one in Los Angeles, were made yesterday bringing the total so far being held in connection with the indictment to seven.

Bishops' wives enjoy conference break



Wives of four of the African bishops stand in tribal costume on the steps of St Paul's Cathedral yesterday after they attended the service at the mid-point in the Lambeth Conference. Afterwards the 500 bishops and their wives went to Buckingham Palace to attend a garden party (Photograph: Chris Harris).

Violence against health workers

Action urged to foil attacks on staff

By Jill Sherman, Social Services Correspondent

A government report has called for all caring agencies to adopt a four-point strategy to tackle violence against staff.

The report published yesterday, from the Department of Health and Social Security's advisory committee on violence to staff, recommends that every organization needs a strategy to assess the problem locally, to plan for its prevention, to handle violent acts when they occur and to support those who have been victims of violence.

It emphasizes that agencies have to make resources available to ensure a safe working environment and practices.

The committee was set up in December 1986, by Mr Norman Fowler, then the social services secretary, after

Health authorities should keep registers of "vulnerable" patients discharged from psychiatric hospitals and check on them, according to an inquiry report published yesterday.

The inquiry into the killing of Isabel Schwartz, a social worker, by Sharon Campbell, a former client and patient, was told that Miss Schwartz was stabbed 39 times at Bexley Hospital, south-east London, in 1984, nine months after she ceased to be Campbell's social worker.

Campbell was convicted of manslaughter in 1987 and sent to Broadmoor.

The committee, set up by the Department of Health and Social Security and chaired by Mr John Spokes, QC, also called for agencies to be installed in offices to which patients had access, so that staff could call for help.

Frances Betteridge, a social worker, was killed by her client's boyfriend.

The report suggests that information should be shared between caring agencies and recommends that consultations should be held with

professional bodies and trades unions about data which impinge on confidentiality.

On home visits, the committee, chaired by Lord Skelmersdale, recommends that visiting staff should have access to personal alarms,

police escorts and if necessary should visit in pairs.

Combined visits by different agencies could be possible on some occasions, it suggests, although any form of visiting in pairs can make a client more aggressive and the call counter-productive.

A survey from the Health and Safety Executive, published last year, found that out of 5,000 health workers, one in 200 had suffered injury needing medical treatment after a violent attack in the past 12 months. One in 10 had needed first aid, and five out of every 100 health workers had been threatened with weapons.

Violence to Staff (Report of the DHSS Advisory Committee on Violence to Staff, Stationery Office, £4.90).

Portfolio PLUS NEW—Accumulator Family to share in success

"I thought it was never going to happen", Mr Keith Kime said yesterday when he heard that he had become one of two winners to share the daily Portfolio prize of £4,000.

Mr Kime, a retired bank manager, aged 65, yesterday drank a bottle of champagne with his wife Dora to celebrate the win at their home in Poplar Way, Midhurst, West Sussex.

He plans to share the money with his wife and two married children.

The other winner, Mrs Peggy Cattermole, of Boscombe Cliff Road, Bourne-mouth, Dorset, said she felt "trembly at the knees" when she heard she had won.

Writing off a Mercedes

Stephen Mayhew will not be prosecuted for driving without due care and attention, although he went straight over a roundabout and a garage forecourt, demolishing a petrol pump and hitting a crash barrier, writing off the £20,000 estate car he was driving. But Stephen, from Redhill, Surrey, is only nine.

He took the keys of his father's automatic Mercedes late on Monday, and drove seven miles along the A23 before crashing at Horley.

Thirst for blood is a classical puzzle

By Philip Howard, Literary Editor

Classics of the world, assembled in Oxford yesterday for the triennial meeting of Greek and Roman societies, considered the attraction of blood. Mr Thomas Wivemann of Bristol University discussed the mystery of the Roman Games, by which they meant something bloodier than watching Frank Bruno being biffed. Of all aspects of Roman culture the Games, for which the Romans built their amphitheatres, are the most sensational, and the most difficult for us to come to terms with.

Some say that they were meant to introduce and inure young Romans to the horrors of national service. Others that they were a substitute after the emperors had banned the national pastime of warfare; and others that it was better and more sporting than watching

England play cricket.

Three sports went on in the arena: the slaughter of wild beasts; the execution of criminals; and the reciprocal killing of Kirk Douglas and other gladiators. Mr Wivemann suggests that the Romans saw each of these events as an example of the struggle between civilization and chaos. In the gladiatorial contests the forces of chaos consisted of persons who had lost their claim to the protection of Roman society. Socially they were already dead: *Moriuri te salutamus*.

The Games symbolized the Roman state's guarantee to its people that law and civilization would be upheld. Gladiatorial Games came in front in the late second century BC in step with the development of theories of populist sovereignty. Roman Emperors presented

themselves in their PR not as destroyers of pop sovereignty but as its representatives. Hence the connection between gladiatorial Games and the imperial cult. In the same way Mr Masters make a point of watching the FA Cup-final or blethering on the Jimmy Young show.

Some Emperors even appeared in the role of gladiators themselves, as Hercules-figures and protectors of the Roman people against lawlessness and barbarism.

The PR symbolism did not always work. The emperors' peculiar position meant that the attempts of "bad" emperors—eg. Caligula and Commodus—to portray themselves as gladiators might easily be interpreted by the opposition as lunacy or tyranny.

The future of broadcasting

TV chiefs' warning on cash

By Richard Evans, Media Editor

Mrs Margaret Thatcher received a twin warning last night from the chairmen of the Independent Broadcasting Authority and Channel 4 about the threat posed to commercial television in Britain if government legislative plans to deregulate broadcasting are too far-reaching.

Lord Thomson of Monifieth, who retires as IBA chairman at the end of this year, said his "fundamental fear" was that the Government would remove ITV stations from their obligation to

full public service broadcasting. Viewers' choice would be diminished, he said.

Writing in the IBA's annual report, Lord Thomson added: "There may be a temptation in some quarters to restore the monopoly of public service television to the BBC, but a BBC strained for funds and being pushed by unregulated commercial competition towards a cultural ghetto."

"Commercially funded television would, under this scenario, be compelled to behave as if it were any other private

sector industry in the market place.

Sir Richard Attenborough, chairman of Channel 4, referred in its annual report, published yesterday, to the dangers of government plans to "privatize" the station, or change its funding.

He said: "We are in no doubt that the multiplicity of choice our programming currently makes available to British viewers would be severely eroded if we were forced to compete for advertising revenue."

MP says BBC misled him

By Philip Webster, Chief Political Correspondent

Mr Frank Dobson, the Labour Party's chief campaign coordinator, criticized the BBC last night after complaining that he had been misled into appearing on a radio programme which turned out to be about Mr Neil Kinnock's leadership qualities.

Mr Dobson was on the point of walking out of the Radio 4 programme, *Call*

Nick Ross, yesterday morning after a heated argument with Mr Ross about its contents. Last night he called the BBC "the state broadcasting corporation" and said he would protest to Mr Marmaduke Hussey, the chairman.

Mr Dobson's office had agreed to his taking part on being told that the call-in programme would be about

the general political situation, including the Labour Party.

But on hearing the trailer to the programme, which made it clear that the programme would be about Mr Kinnock's leadership qualities, Mr Dobson rang the producer and Mr Ross to ask what was going on.

He said that he was assured he would be able to talk about general political matters.

Satellite expansion

Murdoch attacks old order

By Richard Evans, Media Editor

Mr Rupert Murdoch, managing director of News International, yesterday attacked the "deeply elitist" BBC and ITV as he predicted that more than six million British homes would have cable or satellite television installed within four years.

Mr Murdoch, whose Sky Television company plans to start beaming four new satellite channels into British homes early next year, said that broadcasting in Britain had been the preserve of the "old establishment" with ITV having protected its commercial monopoly, but now the public and advertisers were demanding more choice.

Dissatisfaction with existing television had been graphically demonstrated by the way sales of video recorders had swept through Britain, faster than anywhere else in the world. "It was bred out of frustration at the thought of programmes that the viewers were being forced to live by existing TV companies."

Mr Murdoch, speaking at a forum on broadcasting in the 1990s organized by *The Sunday Times*, said he did not

envisage a great problem over TV standards now that competition, in the shape of new channels, was coming. Nationwide support for the Prime Minister's stand against sex and violence on television, and the Broadcasting Standards Council chaired by Sir William Rees-Mogg, was a direct reaction from the public to the liberal standards which had been applied.

The public had standards which they were now going to have a chance to impose. "This is a deeply moral society in spite of what we read about in the papers of incidents of hooliganism or incidents of bad public behaviour", he said. Even if someone tried to screen pornography in Britain, there would not be support for it "and it would fail very quickly."

Mr Murdoch denied that the new competition threatened TV news or current affairs. In the United States there had been "tremendous growth" in both areas. Sky Television would be spending more than £100 million a year on programmes, including £25 million to £30 million on its round the clock news channel.

He offered the prospect of a better news service than that currently offered on British television.

Sir William Rees-Mogg told the broadcasting forum that his council would start taking evidence over the next six months from broadcasters and existing regulatory authorities before producing a code of conduct on sex and violence which would work for broadcasters and satisfy the public interest.

He also hinted that there would be only one code which would apply to all broadcast material whether videos, rented at local corner shops, pay-as-you-view television or normal TV services.

However, Mr Murdoch said a single code could lead to nightmare problems especially when it came to people watching videos in their own home. "I think there is a very great deal of difference between broadcasting what most of us may take as an unacceptable movie and an individual wanting to go down to the local store and hiring one for themselves. That's their business."

By Alan Hamilton

The Season breezes out to gales at Glorious Goodwood

After enduring the wash-out of Wimbledon and the Hooray Henrys of Henley, those who follow the Season moved out of London yesterday in the interval between the charity balls and Cowes Week to find Goodwood glorious if gale-torn.

They also experienced the regular feature of all major Season events, the world-class traffic jam.

Racegoers heading for the first day of the July meeting at one of England's most attractive courses

set in a bowl of the Sussex Downs were doubly frustrated by a big accident on the M25 and the traditional bottleneck at Petworth, causing delays of up to an hour.

Those who struggled through found Goodwood in good form. It is Epsom without the gypsies, Ascot without royalty, and the Earl of March and Kimbra, owner of Goodwood House, forbids the rash of unofficial hospitality tents which grows like a white fungus around

other sporting events such as Henley Regatta. Goodwooders are a well behaved crowd, generally sober suited, the Panama hats much in evidence among the men and women's helmets chastely below the knee. However, they still face the unavoidable penalty of expensive refreshments, with Pimm's at £1.70 a glass and non-vintage champagne at £25.50 a bottle.

The brisk bright spells brought out one stallholder doing a healthy

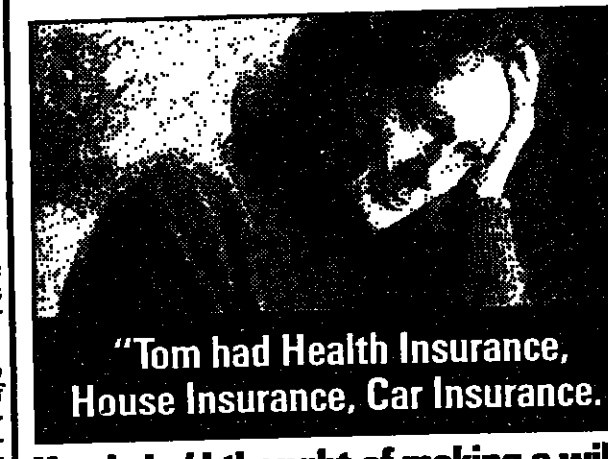
trade in cut-price sunglasses, although had anyone taken up the chin strap concession he would have made a killing on keeping the Panamas from being snatched and sent rolling by the wind.

The wind also dried out the course which began as good to soft but which undoubtedly hardened up during what any housewife would recognize as a splendid drying day.

Mr Sidney Lewis, a Brighton bookmaker and an institution in the

Silver Ring, celebrated his ninety-first birthday and the fact that the Stewards' Cup, a cavalry charge of 28 runners, was won by the 14-1 outsider Rotherfield Greys, leaving Pat Eddery on Dowling in third place and Steve Causton on the favourite, Master Pokey, in fourth.

The Season is back on course after a dismal early summer. If the weather continues to behave as yesterday it will put a fair old wind up Cowes Week.



Most people with family responsibilities take a great deal of trouble to protect their loved ones.

But sadly, too many neglect to take one essential precaution. They don't make a will. And the result can be disaster for those they leave behind.

For a widow it can mean that financial worries are added to her grief. Without a will to protect her, the security she thought she had may turn out to be an illusion. She may even lose her home because other members of the family have a claim on it.

And for the whole family it can mean distressing and lengthy legal proceedings over "who gets what".

Now the Red Cross has produced a free booklet which tells you how to protect your family by making a will.

For a free copy of *Caring for the next generation, The Red Cross Guide to Wills and Legacies*, post the coupon to: British Red Cross, Freeport, 9 Grosvenor Crescent, London SW1X 7BR. Or phone Anne White on 01-235 3424 now.

SEND FOR THIS FREE BOOKLET TODAY

Please send me a free copy of *Caring for the next generation, The Red Cross Guide to Wills and Legacies*. (BLOCK CAPITALS PLEASE)

Mr/Mrs/Miss/Ms

Address

Postcode

Tel:

Send to: British Red Cross, FREEPOST, 9 Grosvenor Crescent, London SW1X 7BR.

T2

Report on families and the law

Legal rights sought for child's views in contested cases

By Frances Gibb, Legal Affairs Correspondent

New legal responsibilities for parents coupled with rights for children to seek court orders on their own future are part of a new framework for the law on children and families put forward by the Law Commission yesterday.

Its Bill for a Children's Act contains its proposals and leaves gaps where the Government could slot in its own measures on the powers of the courts to make care and supervision orders.

Such an Act, combining all aspects of the law on children and families, would be the best way to achieve a simpler, clearer and fairer system, the commission says.

It shares the Lord Chancellor's view that the Government's review of child care law, and the Butler-Sloss report together have presented

to apply for orders about the child with the court's leave;

● Proposals to encourage parents to share responsibility, and a new simpler way for unmarried parents to do this; and

● Encouraging parents to make arrangements for their children if they die, by providing a simple way to appoint guardians.

The commission says the law now has no coherent legal concept of parenthood. From now on, parenthood should become the primary concept and parents encouraged to share their responsibilities, it says.

Where unmarried, they should be able to make a simple agreement — with the same effect as a court order — that the father shall share responsibility with the mother.

That would be different from where a guardian is appointed to take a parent's place after death.

The commission says that although it is hoped more and more unmarried parents will agree to share parental responsibility, there may still be cases where they would prefer the mother to retain sole responsibility in her lifetime, but the father to assume it at her death.

Few people appoint guardians and the commission would like to see more doing so. At present this is done by deed or will and there is an "extremely common reluctance" among young adults to make wills, it says.

Instead it proposes it should be possible to appoint a guardian by any document which is signed and dated, and to revoke appointments in the same way.

There should also be a general power for courts to remove guardians — a power now limited to the High Court, given that all courts can appoint guardians.

The general principle on court orders is that none should be made except where the court considers it the most effective way of safeguarding or promoting the child's welfare. They should no longer be "part of the package" of a divorce.

Nor should custody be awarded as a prize, the commission says. Instead parents should be encouraged to resolve their children's future for themselves, and courts should deal only with the practical questions of where the children are to live or who they should visit.

The courts should have a duty to consider, rather than to approve, such arrangements and in general interfere as little as possible. Orders

should reduce rather than increase the opportunities for future conflict.

In general the aim where parents disagree should be to "lower the stakes", the commission says, so that the issue is not one where the "winner takes all" or "loser loses all".

The commission also puts forward a checklist of factors to be considered by courts when making orders and top of this is the "ascertainable wishes and feelings of the child, considered in the light of his age and understanding", and his physical, emotional and where relevant, educational needs.

There is almost unanimous support that the child's views should be given this statutory recognition, the paper says, and it recommends this for contested cases.

"Experience has shown that it is pointless to ignore the clearly expressed wishes of older children."

On court orders, the commission proposes a range of orders but says these should only be used where this is the most effective way to safeguard or promote the child's welfare. These include new "residence" and "access" orders in place of custody and access.

In general in family proceedings the child's point of view is put by a welfare officer report. But children are parties in care and supervision proceedings and can apply for orders to be varied or discharged.

For consistency, the commission says they should also be able to apply for orders in

● The issue is not one of loser loses all ●

"an historic opportunity to reform the English law into a single rationalized system as it applies to the care and upbringing of children".

Its recommendations, drawn up after four years' consultation, cover the spectrum of the statutory powers of courts to deal with the care and upbringing of children from custody and access where marriages break up to what happens to a child if a parent dies.

Chief among them are: ● A new legal concept of parenthood, recognizing that parents have responsibilities for bringing up their children and stating the courts are there to help rather than interfere;

● Courts to be required to recognize the importance of the child's point of view and wishes, and allow children to apply for orders if the court believes they are old enough to do so;

● A requirement for courts to set a timetable to resolve disputes within a child's sense of time;

● New orders of "contact" and "residence" to replace access and custody but with a new duty on courts to make orders only where necessary and not as "part of the package" on divorce;

● Custody no longer to be awarded as a "prize" between warring parents and courts, instead, to deal only with the practical questions of where the children are to live and who they should visit;

● New rights for relatives, foster parents and others interested in the child's welfare

A load of glass that shattered the rush hour



Cause and effect: Traffic backed up after the crash on the M25 yesterday as the effects (below) ripple across Surrey (Photograph: Julian Herbert).

By Rodney Cowton
Transport Correspondent

The ripple effect of accidents was dramatically demonstrated yesterday when an early morning crash on the M25 London orbital road had repercussions across a wide area and beyond the morning rush hours.

At 5.30am, a French lorry carrying 38 tons of sheet glass hit a crash barrier between junctions 9 and 10 of the M25 near Leatherhead, Surrey. Shattered glass was strewn over both carriageways, closing the motorway.

To divert traffic, the motorway had to be closed back to junction eight, near Reigate, a total distance of 12 miles.

One of the main diversionary routes was the A25, where long queues built up. As more drivers sought alternative routes, traffic was brought almost to a halt in Reigate and Leatherhead.

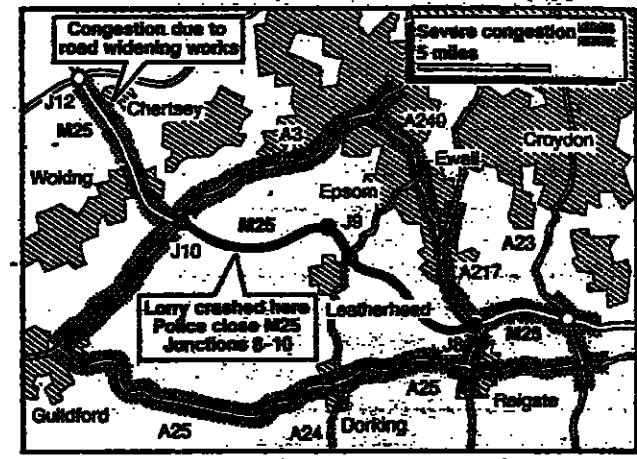
Another route heavily affected was the A217-A240-A3-M25 passing Banstead, Epsom and Ewell as traffic sought to bypass the closed section of the M25.

However, that took them

from the frying pan into the fire — an area of contraflows near Chertsey, where the M25 is being widened.

The anti-clockwise carriageway was closed for about four hours, re-opening at about 9.30am, but it was 2pm before the other carriageway opened, and both were still reduced to two lanes as repair work was carried out on the central barrier.

● The driver and his son aged 15 were both taken to St Peter's Hospital at Chertsey. The son was said to be in a serious condition.



Single European market is subject of second annual Charles Douglas-Home award

£15,000 grant for look at post-1992 Britain

The subject of the second annual award to commemorate the late Charles Douglas-Home, former Editor of *The Times*, is to be the effects of the changes that the single European market scheduled for 1992 will have on the British way of life.

Entrants will be asked to propose a project for original research culminating in a written work for publication. The winner will receive a grant of up to £15,000 from the Charles Douglas-Home Memorial Trust.

The trustees' invitation to entrants says: "Britain's entry into the EEC provoked fears of a loss of national identity. The prospect of the free internal market from 1992 is provoking similar fears."

"Proposals are invited for a study of the effect on Britain of the supranational authority that has had power over many areas of legislation for the past 15 years. To what extent were the original fears justified and

what can be deduced from Britain's experience so far about the likely effects of changes after 1992?"

"Studies may be on a broad front or may concentrate on the particular changes experienced or likely to be experienced by one or more sectors of British society."

Charles Douglas-Home, who became Editor of *The Times* in 1981, died of cancer in October 1985, aged 48.



Mr Douglas-Home: Scholarship in his name.

fund was set up to commemorate his professional life by establishing an annual scholarship for a writer, researcher or journalist.

Mr Edward Cazalet, QC, the chairman of the fund's trustees, said yesterday: "By 1992 Britain is scheduled to be fully integrated into the European internal market and nearly 300 new directives should have been passed into law that will revolutionize the way in which the business life of the country is controlled. Most of the changes concern companies, trades and professions."

"But how will this enormous change — coupled with the opening of the Channel tunnel — affect our way of life?"

"What social changes can we expect? Will the sovereignty of Parliament be diminished and with it our national habits, attitudes and identity? What will be the consequences of the removal of international barriers on our personal freedom; will we surrender our island mentality

for new and alien supranational attitudes? Are we going to see the dismantling of our common law for a new common European law dictated from Brussels?"

"We would like entrants to consider just how our lives will change as well as the extent to which they have been changed as a result of our entry into the Community in 1973. Furthermore, will the new anticipated freedom of movement bring a polyglot society with new methods of taxation, banking hours, work patterns, acceptance of refugees, health treatment and the like?"

"We are anticipating a study that will show the effects upon the people of this country rather than upon the business community."

The successful candidate who will be selected by the trustees will be announced in the autumn and will be expected to present the completed work within a year. The size of the grant will be judged

on the scale of the proposed project and the progress of the successful candidate's work will be monitored by an advisory panel appointed by the trustees.

The subject of the first annual award was the revival of Britain's inner cities and the winner, Mr Colin Ward, is due to present his completed work in December.

Entrants can obtain application forms by sending a stamped addressed envelope to Dr Barbara Day, 4 Offord Road, London N1. Entries will close on September 16, 1988.

The Prince of Wales is president of the fund and patrons include the Duke of Kent, the Prime Minister and the Archbishop of Canterbury.

The trustees are Mrs Jessica Douglas-Home, Mr Douglas-Home's widow; Mr David Pryce-Jones; Mr David Dimbleby; Mr Bamber Gascoigne; Mr Charles Wilson, ex-officio as Editor of *The Times*; and Mr Cazalet.

Airlines to face more competition

By Michael Dynes, Brussels

The European Commission yesterday laid down a series of tough regulations designed to accelerate the opening up of the EEC's highly regulated air transport industry to increased competition in the run-up to 1992.

The new rules, which govern agreements between national carriers over flight schedules, computer reservation systems, and ground handling services at airports, are expected to be effective retroactively from January this year.

They are the first tangible expression of the commission's determination to apply the EEC's competition rules to air transport, after the decision last December by the Council of Ministers to adopt the commission's air transport liberalization package.

The package heralded the end of the right of EEC governments, in alliance with their national carriers, to demand a specified percentage of the capacity and revenue of each air route, and to refuse other national carriers right of access to those routes.

Prior to December, most member states exercised autonomy over their airspace, authorizing their national

carriers, in association with one foreign national carrier, to determine flight schedules and air fares throughout the EEC. However, there has been increasing pressure over the past few years, particularly from Britain, to deregulate the air transport industry, which has been described by Mr Peter Sutherland, European Commissioner for Competition Policy, as "a uniquely anti-competitive situation".

The first of the new regulations is designed to ensure that agreements between national carriers on schedules and air fares, do not discriminate against other national carriers who have not participated in the discussions.

The second regulation is designed to prevent national operators of air travel computer reservation systems from discriminating against other national carriers, while the third regulation opens up the market for companies wishing to offer ground handling services.

To ensure computer reservation systems are not used to distort the liberalized market, the commission has proposed a mandatory code of conduct for all system operators.

GCSE rush 'causing stress'

By Douglas Broom, Education Reporter

The Government's refusal to allow more time for the introduction of the GCSE examination was blamed yesterday for "stress, exhaustion and the blunting of enthusiasm" among teachers and pupils.

The National Association of Head Teachers said in a report that difficulties before the first GCSE examinations this summer had "diminished their educational value".

The report, based on the views of secondary school heads in England, Wales and Northern Ireland, called for changes in the GCSE to ease an unacceptably high workload on pupils and teachers.

It accused ministers of rushing the introduction of the examination, which replaced O levels and CSE.

The GCSE examination groups, formed from the former O-level and CSE exam boards, were criticized for failing to work together to ensure pupils were not put under unnecessary pressure by competing coursework deadlines. But the report praised

"the tremendous work done by teachers and examination board officers to enable the examination to take place against almost impossible deadlines".

The report says the education world had been united in advising the Government to allow five years for the introduction of the GCSE but claims ministers ignored that advice in choosing a four-year introduction.

It calls on the Government to provide more money for extra teachers and to pay for books and equipment, and urges the examination groups to do more to ease the strain by agreeing on a common system for administering exams.

The report says if the groups cannot put their house in order they may face pressure for their abolition and replacement with a single examining board.

It also believes the examination period — from mid-May to the end of June — should be shortened to allow all pupils who want to leave school at 16

to finish on a "common statutory leaving date" of June 30.

The powers of the joint council for the GCSE, which represents the six GCSE exam groups, should be strengthened so it can ensure the groups "return to the level of efficiency of the best O-level and CSE boards".

Mr John Edmundson, joint council secretary, said many of the association's concerns, especially over coursework overload and administration, were being looked at.

But he added: "It is quite wrong to talk about the joint council having extra powers. It was set up by the groups and it only has as much power as they are willing to give to it."

"We cannot enforce anything on anyone. The groups are independent, free-standing charities."

In many cases, head teachers have the solution in their own hands. It was up to them to ensure schools could handle the administration of examinations they chose for pupils.

Munnings works are front runners

A sporting paintings sale was held by Sotheby's Sussex yesterday to coincide with the opening of Glorious Goodwood.

Among a mixed bag of horse subjects, two paintings by Sir Alfred Munnings sold well.

His portrait of Dick Bullard, a lifelong friend, showing the subject in dun-coloured jacket riding a dun-coloured steed, fetched £59,400 (double upper estimate).

"Joe Lawson Mounted on a Bay Hack at Manton", another friend on horseback, fetched £15,950 against an estimate of up to £12,000.

George Wright's painting of a hunt thundering towards the viewer diagonally out of grey mists sold for double its estimate at £25,850.

Among several surprising prices, a painting of a small boy carrying a dead rabbit on a stick in the manner of Dick Wittington sold for £10,450 against an estimate of up to £3,000, while a view of Henley

from the water, by Alfred Augustus Glendening, Sr, fetched £17,050 against an estimate of £3,000 to £5,000.

Meanwhile, Sotheby's Chester started selling the Crogan consignment, chiefly from the North Wales country house of Henry Robertson, a 19th-century railway magnate.

Top lot at yesterday's sale of silver was a George III oval tea caddy by John Schofield of London, which fetched £1,375 against an estimate of £800 to £1,000. It was not from the family collection.

Mail sent from Francis Chichester to his family during his two round-the-world voyages, first by air in 1931, and the second by sea in 1966-67, sold modestly for £670 at Christie Robson Lowe in London yesterday.

Wives ask to clean up prison

By Kerry Gill

Wives and mothers of the inmates in Glenochil prison near Alloa, in Scotland, yesterday offered to clean up cells after last week's troubles.

After a four-hour demonstration by 30 women relatives outside the gates, two representatives were allowed in to talk to Mr Sandy King, the acting governor.

The women's leader, Mrs Maureen Murphy, made the offer after seeing the wrecked and insanitary hall.

Killing charge

Peter Bruce, aged 25, of Harlestone Road, Dulwich, south London, who is charged with shooting dead Brian Hayward, a businessman, on July 4, was remanded in custody until August 23 at Marylebone Magistrates' Court, central London, yesterday.

Isle link idea

Isle of Wight councillors are being asked to support a scheme to investigate the "building of a bridge or a tunnel to the mainland. Mr Gareth Murrin, an entrepreneur, believes a fixed link could be built for between £100 million and £300 million.

Verdict switch

A verdict of accidental death was substituted yesterday for one of acute abuse of a drug recorded in March last year on Lee Kendall, aged 14, of Hazel Way, Southwark, south London, who died after sniffing typewriter fluid.

Hawk watch

Bird wardens have put up infra-red detectors to protect a pair of rare goshawks nesting at a secret site in the middle of Thetford forest in Norfolk.

FLIGHTCALL	
FLIGHT INFORMATION	
RE-UPDATED THROUGHOUT THE DAY	
ARRIVALS	DEPARTURES
HEATHROW 0836 404 408	HEATHROW 0836 404 421
GATWICK 0836 404 477	GATWICK 0836 404 422
EXCHANGE RATES 0836 404 423	WEATHER REPORT 0836 404 488
AIRPORT INFORMATION 0836 404 411	

Poachers firebomb fishery officer's house in salmon war

By Peter Davenport

The lure of salmon off the Donegal coast has led to new levels of violence in the annual confrontation between poachers and fishery officers.

Intimidation and assaults have long been common hazards for those officials who enforce Ireland's fishing regulations but this year the dangers they face have increased.

One officer fled in his pyjamas when his home was petrol bombed, and masked poachers tried to ram a patrol launch after nets were seized.

The Irish government has pledged that it will show no mercy in a co-ordinated campaign to catch poachers and it is considering buying two police patrol boats for £8 million. Mr Pat Gallagher, the Minister of State for Fisheries in Dublin, said:

"Those responsible will be vigorously pursued by the Garda. There will be no tolerance in any part of the state for those involved in such acts and no mercy will be shown."

The incidents have been worst in the Donegal area of north-west Ireland, renowned for its sporting rivers. About 200 fishing boats operating from ports are licensed by the Northern Regional Fishery Board to take salmon inside the 12-mile limit.

At the height of the six-week netting season, which has just ended, the boats were landing up to 50,000 prime salmon a week in what officials describe as an exceptional year for the fish. The legal industry is said to be worth about £8 million a year.

As the netting ends, large numbers

of the fish return to the rivers to breed, promising fine sport for rod anglers who have paid £23,000 for licences.

The last inshore patrol boat was decommissioned two years ago and the Irish Navy has concentrated its fishery protection efforts outside the 12-mile limit. It has arrested three trawlers for illegal salmon fishing in the past two months.

Yesterday officials at the Department of Defence in Dublin said they were negotiating with the Ministry of Defence in Whitehall about the possible purchase of two patrol vessels used by the Royal Navy in Hong Kong to deter illegal immigrants.

The two Peacock class vessels, HMS Swift and HMS Swallow, valued at £4 million each, would be

used against poachers inside the 12-mile limit.

The Irish government is studying a series of recommendations for combating poaching contained in a report by a salmon review committee which took evidence from all sides of the industry.

Among the measures being considered are heavier fines, quotas and a system under which all fish caught would be tagged so that inspectors would quickly be able to identify those bought illegally.

The department said: "Nobody is quite sure just how much the poaching industry is worth but it is certainly quite substantial. There is concern about the level of the trade and the amount of violence involved."

Battles continue as UN prepares talks

Iranian towns captured as rebel group joins attacks

By Andrew McEwen, Diplomatic Correspondent

Iranian opposition forces based in Iraq yesterday advanced deep into Iran on the eve of ceasefire talks in New York today between Señor Javier Pérez de Cuéllar and the foreign ministers of both countries.

Tehran claimed that Iraqi forces were also involved, although Baghdad denied this. The offensive raised questions as to whether the opposition National Liberation Army of Iran (NLA) will respect a ceasefire. Tehran views the NLA as an agent rather than merely an ally of Baghdad.

The advance coincided with the arrival in Tehran of seven UN officials to discuss ways of implementing the ceasefire. The team, headed by Lieutenant-General Martin Vastel of Norway, was sent by Señor Pérez de Cuéllar and is due to visit Baghdad later this week. It consists of five officers from the United Nations Truce Supervision Organization and two military advisers to the Secretary-General.

Baghdad has said repeatedly that it has no intention of keeping captured Iranian territory. It announced on Monday that it would withdraw yesterday from towns cap-

tured during a four-day offensive which began last Friday. Instead, according to Tehran, it took part in one of the deepest penetrations into Iran since the war began in 1980. But an Iraqi minister said that the planned withdrawal was still being prepared.

Iran's news agency, Irna, said that Iraqi troops poured across the border west of the Iranian city of Isfahabad-Gharb in the central war zone and advanced to the town of Karand-Gharb. Tehran radio added that both towns had fallen. Isfahabad-Gharb is 60 miles east of the border.

Iran's setback was officially admitted in an Armed Forces General Command communiqué, which said resistance continued east of Karand-Gharb and Isfahabad-Gharb

and reported hand-to-hand fighting in some areas.

A military source quoted by Tehran radio said the Iraqis used "counter-revolutionary mercenaries to infiltrate the people and kill the heroic men and women of the towns".

This was taken as a reference to the NLA, the military wing of Mujahedin Khalq, the main Iranian opposition group, which claimed that its forces had overrun a Revolutionary Guards garrison on the road from Isfahabad-Gharb to Bakhtaran, a provincial capital 270 miles south-west of Tehran.

President Saddam Hussein of Iraq has appointed Mr Sadoun Hammadi, a former Foreign Minister and a member of the ruling Revolutionary Command Council, as Minister of State for Foreign Affairs, the Iraqi News Agency reported. The appointment was seen as a move to strengthen Iraq's foreign policy team before talks with Iran.

Mr Latif Nassif al-Jassem, the Iraqi Information Minister, denied the Iranian statements that Iraqi forces were on the attack.

"We stress our firm denial

and fully consider these reports as lies. Our forces are still stationed several kilometres east of Sar-e-Pol-e-Zahab town and are still inside Gilan-e Gharb town and in the other towns mentioned in Monday's communiqué," he said.

One report of the fighting said that, after the attack during the early hours of the morning, a counter-attack was launched at 7am. "Hundreds of Iraqi troops were killed or wounded in the early hours of the counter-attack," Tehran said.

Urban guerrillas: The Mujahedin Khalq is a left-wing Islamic party which came into being in the early 1970s in Tehran as urban guerrilla cells. Its early targets were American military advisers and government officials (Hashir Teimourian writes). The party remains highly centralized with a military structure, and is subject to the decisions of its authoritarian leader, Mr Massoud Rajavi. It has no significant allies among opponents of the regime.

Its decision to ally with Iraq alienated many supporters, despite the unpopularity of the Ayatollah's regime.

Tokyo politician's apology



Mr Michio Watanabe, head of the policy affairs group of Japan's ruling Liberal Democratic party, bowing in apology in Tokyo yesterday for weekend remarks implying that black people in the US had no qualms about declaring themselves bankrupt to avoid paying debts.

Hamadei 'in Greece' day before hijacking

Frankfurt (AP) — Mohammed Ali Hamadei, charged with murder and air piracy over the June 1985, TWA hijacking, sent a postcard from Greece one day before the Athens-Rome flight was seized, according to evidence introduced in court yesterday.

The card was dated June 13, 1985, and was sent to Herr Paul Müller, the brother of Hamadei's West German girlfriend, Birgit. TWA flight 847 was hijacked on June 14, 1985, and diverted to Beirut. A US Navy diver was shot and killed by the hijackers, and 39 Americans were held hostage for 17 days.

Later yesterday, the former West German wife of Hamadei's older brother testified that Mohammed had made a telephone call to his brother from Iran in August, 1985. In testimony earlier this month, Mohammed Hamadei said that he had visited pilgrimage sites in Iran, possibly in 1985.

In addition, a federal police investigator had testified that Hamadei admitted being a member of the pro-Iranian Hezbollah, which has been linked to the seizure of foreign hostages in Lebanon.

The court heard that, in the text of the postcard, written in German, the defendant said: "Today is my birthday and I am now in Greece."

EEC officials see easy passage for next year's budget

From Michael Dynes, Brussels.

EEC officials were yesterday optimistic about prospects for reaching a rapid agreement on the draft Community budget for 1989, in stark contrast to previous years when discussions have been marred by bitter wrangling over burgeoning agricultural spending.

This unprecedented optimism follows the historic farm reform deal, endorsed by EEC heads of state at the February summit in Brussels, which overhauled the Community's finances and for the first time introduced a legally enforceable ceiling on agricultural spending.

The agreement laid down the broad guidelines for Community spending, including a limit on cereal production of 160 million tons, contributions to Community resources of 1.4 per cent of VAT receipts, and 1 per cent of GNP from each member state, and a doubling of EEC regional funds by 1992.

EEC finance ministers, meeting under the presidency of Mr Yiannos Papantoniou, Greece's junior Economics Minister, were confident that a Commission proposal setting EEC spending at 46.5 billion European currency units (about £22.5 billion) would be endorsed quickly.

The proposal, well below the budget ceiling of £33.9 billion, represents an overall increase of 6 per cent on 1988. Agricultural spending is projected at £19.7 billion, marginally below its ceiling of £20 billion, and virtually the same as for this year.

Spending on the structural funds, the mechanism for promoting regional development, is projected at just under £6 billion, a significant increase over previous years. The cost of other policies, including assistance pro-

grammes for the Mediterranean countries, research and development, and the EEC's monetary reserve, are pegged at around £7 billion.

Although the ministerial discussions are expected to be considerably less fraught than they have been in previous years, there were difficulties over just how the February summit package should be interpreted.

There was a dispute between Spain, Italy, Greece, Portugal and Ireland over how to allocate the increased funds for regional development. Greece, which is currently president of the EEC Council of Ministers, had also made a request for additional funds to improve its road transport links with the rest of the Community.

Lord Plumb, the President of the European Parliament, told the ministers that it was imperative they avoid the traditional annual squabble over finances and demonstrate that the EEC was on a sound financial footing as it prepared for the completion of the internal market in 1992.

"All this must change. Public opinion would not understand a return to the budget guerrilla warfare after all the progress of the last six months," he said.

Once agreement is reached, the draft budget will go to the European Parliament for its first reading, before returning to the Council of Ministers for amendments, a second reading by the Parliament and implementation in January.

While observers did not expect last-minute hitches, few were prepared to discount the possibility of a late session on the ground that the group psychology of the Council of Ministers works effectively only when night falls.

Jesuit deported

Asunción (Reuters) — Paraguay expelled a Spanish Jesuit priest and deposited him on the border with Argentina, Roman Catholic Church sources said. Father Juan de la Vega was arrested last week after he gave a lecture on liberation theology, which puts forward what its advocates say is a Bible-based, activist role for the Church in support of the poor but which the Paraguayan authorities allege is a Marxist-inspired philosophy. The priest was released without charge three days later.

The priest was released without charge three days later. Sources said unidentified men picked him up in an Asunción suburb, forced him into a taxi, and left him on the border 30 miles south of here. No government official would comment on the expulsion 70 days after a visit to Paraguay by the Pope.

Resort killing

Marseille (Reuters) — Tourists strolling by the beach in the southern French resort of La Ciotat fled for cover as gunmen shot dead a motorcyclist in a suspected gangland vendetta, police said.

Rough rides

London (Reuters) — Mountainous seas forced a US millionaire, Mr Tom Gentry, to abandon his bid for the fastest transatlantic sea crossing and Italian put behind schedule an Italian challenge on the record set by Mr Richard Branson, the British entrepreneur, in 1984.

Atomic dump

Brussels (Reuters) — The former head of a Belgian nuclear reprocessing plant and a top aide were charged with dumping radioactive equipment in a wooded shed.

Half century

Vaduz (AP) — Prince Franz Josef II of Liechtenstein celebrated 50 years as the principality's head of state.

Pilot dies

Essegelfelden (Reuters) — A pilot was killed when his microlight plane collided with a Tornado jet fighter of the West German Air Force over Bavaria.

Beaches shut

Moscow (Reuters) — A Soviet health inspector said that severely deteriorating sanitary conditions had forced the closure of many Soviet beaches on the Baltic, Black Sea and Pacific coasts.

Masses flee

Geneva (Reuters) — The number of refugees from northern Somalia fleeing to nearby Ethiopia is expected to top 200,000 by the end of this year, a senior UN official said.

Locust swarm

Addis Ababa (Reuters) — Huge swarms of locusts have been seen in Eritrea, the province of northern Ethiopia that is already stricken by war and famine, but no crop damage has yet been reported.

The Post Office Report and Accounts 1987-88.



Sir Bryan Nicholson, Chairman, The Post Office.

"More letters were posted than ever before, parcels traffic rose, and both Post Office Counters and Girobank improved and developed services to customers."

All four businesses contributed to a Group pre-tax profit of £212.2 million compared with £170 million a year ago.

The Post Office today is one of the very few in the world that consistently makes a profit without any form of subsidy. In the EEC it is the only one with a subsidy-free profit record over 12 successive years.

The Group is investing heavily in services and technology for the 1990s and beyond. Capital spending Group-wide was £152.6 million including some £29 million on computers and £56 million on vehicles.

The Post Office can be proud of its record on prices. The basic second class stamp is still only a halfpenny more than six years ago, and first class letter prices have been unchanged since October 1986.

The Royal Mail is now handling some 51 million letters a day, a volume increase of 30% in five years. This has helped to create 18,000 new Post Office jobs in the past two years with the prospect of a further 22,000 over the next five if growth continues as predicted.

Service excellence calls for sustained effort over a long period. Practical moves to achieve this included an investment of an extra £18 million in letter deliveries last year with 400,000 more addresses getting second deliveries. The UK is one of the few EEC countries receiving two deliveries each day to more than 90 per cent of addresses — right to the front door.

For Post Office Counters the priority is to speed service and reduce queuing time. We are already seeing some improvement and the drive will continue. Action includes more part-time staff at peak periods, quick-service counter positions, more single queuing systems and hundreds of new stamp vending machines.

Royal Mail Parcels continues to consolidate its place as the number one parcels carrier, and the launch of SuperService puts the business in a strong position to progress on all fronts in a highly competitive market.

The announcement that Girobank is to be transferred to the private sector came in June and, as the results show, it is a thriving bank with a lot to offer the prospective acquirer. A privatised Girobank, with free access to capital markets and the ability to expand and develop its operations, will be a significant force in the banking world. For the Post Office this should mean more business through our 21,000 counters outlets.

Looking ahead, I intend to keep close and continuous links with the user groups and with our customers. I have been visiting Post Office locations all over the country to see for myself and to talk to customers and staff, and I have learned a lot. The key objective is getting service right as our customers see it. That is my foremost concern.

TURNOVER AND PROFIT			1987-88	1986-87
			£m	£m
Turnover			3790.8	3473.3
Trading profit before taxation			212.2	170.0

The above statements are taken from Sir Bryan Nicholson's first annual report as Chairman of The Post Office. For your copy of The Post Office Annual Report and Accounts 1987-88, write to: Report 88, Freepost, London SW1X 1EE.



In business to serve you.

Survey of voters maintains Shamir's hope for return to power

Right gains support from young Israelis after uprising

From Ian Murray
Jerusalem

Israeli youth are increasingly right-wing and seem ready to help Mr Yitzhak Shamir and his Likud faction return to power in November's general election.

Polls carried out by Modlin Ezrahi Research all point to a right-wing movement among the 300,000 youngsters eligible to vote for the first time. The research unit, which has just been chosen by Israeli television to conduct its polls, has also found a significant national swing away from Labour to the right-wing parties since the start of the Palestinian *intifada* (uprising) last December.

Before then Mr Shimon Peres and his Labour Party were riding high, even though Mr Shamir had been in the limelight as Prime Minister for more than a year. Since January, however, Labour's

popularity has been waning, and in March the right-wing parties took the lead in the polls — a position they have maintained.

Labour, at the peak of its popularity in September, 1986, could have expected to win 64 of the 120 Knesset seats, compared with 40 by the right. The most recent polls show that Labour can now hope to win only 46 seats, compared with 52 by the right.

Another 11 seats are considered safe for the small religious parties, who would form a coalition only with the right wing. Minority parties on the far left would gain only six seats, while extreme right-wing parties would get five.

Dr Rachel Israeli, who is in charge of the polls, said that support for the two main blocks was now very similar to what it was after the last general election in 1984, which resulted in a dead

Tel Aviv (Reuters) — The first Israeli diplomats to visit the Soviet Union in 21 years set out yesterday, saying they would begin their trip by meeting Soviet Jews at a Moscow synagogue. The five delegation members will be in the Soviet Union for two months. The Netherlands has represented Israel in Moscow since the Kremlin severed diplomatic ties after the Six-Day War in 1967. Israeli officials regard the mission as an important step towards restoring full diplomatic relations.

beat. Those who had shifted support to Mr Peres during his time as Prime Minister seemed to have moved back to the right since the start of the *intifada*.

This meant that at least 54 per cent of the electorate would continue to vote as before, largely along ethnic lines, with most

Western Jews backing Labour and Oriental Jews supporting Likud. Only 8.7 per cent were true floating voters.

But two key factors pointed to a right-wing victory: traditional Labour supporters were older and dying, while young voters coming on to the electoral roll for the first time tended to be right-wing.

These new voters are of the generation born and brought up since Israel occupied the West Bank and Gaza Strip, and of whom many are now doing military service in the "front line" against the Palestinian stone-throwers.

Polls show that, although 34 per cent support the left, 38 per cent would vote for the right and another 5 per cent are ready to back the extreme right-wing Kach party. Of the 18 per cent who said they were undecided, a majority

showed in answers to other questions that they supported the right. The remaining 5 per cent backed religious parties.

Another survey showed that support for right-wing policies is much more extreme, even among those who do not intend to vote for Kach. A quarter of the young people believed that the Palestinian problem should be solved by "transfer" — a euphemism for enforced mass deportation of the Arab population.

Other questions in polls also indicated that Labour's chances are dimming. A majority felt that the Likud's new list of election candidates, which contains no Arabs or Druze and only one woman with the chance of winning a seat, included the kind of personalities who could win votes.

Mr Peres has the personal satisfaction of knowing that he is

nationally still the most popular choice for Prime Minister, with 35 per cent wanting him compared with 32 per cent for Mr Shamir. However, among the young even this picture is reversed, with 40 per cent preferring the 73-year-old Likud leader to Mr Peres, 10 years his junior.

The polls are carried out regularly on a sample of 1,200 people, with results adjusted to allow for deliberate misinformation regularly provided by some groups. The kibbutzim, settlements and religious groups are not polled, but their highly predictable voting patterns are fed into the overall figure. There is also no attempt at polling the Israeli Arabs, 15 per cent of the electorate.

Dr Israeli said that the latest attempt at such a poll ended with 70 per cent of the Arabs refusing to give any information, "perhaps

because they thought our researchers were part of Shin Bet" (the counter-intelligence agency).

A poll among 1,200 Israeli Arabs by the East Jerusalem Arab weekly, *al-Baydar Asijazi*, published this week, showed that traditional voting patterns were likely.

More than 27 per cent said they would not vote at all, which is in line with past elections. The Communist Party retained its traditional dominant role among the Arabs, with 21 per cent support.

Labour, with nearly 12 per cent, was twice as popular as Likud, with slightly more than 5 per cent. That, however, is double the support Arabs gave to Likud in the last election. The poll even showed that a tiny proportion of just more than 0.5 per cent were ready to support Kach.

Burmese reshuffle hints at splits in the ruling party

Rangoon (AP) — Burma's governing Socialist Programme Party yesterday elected a former military officer, U Sein Lwin, to replace General Ne Win, who had wielded authoritarian power for 26 years.

A brief news release yesterday said the Central Committee elected U Sein Lwin, ranked fourth in the party hierarchy. It added that the deputy chairmanship of the party was left vacant and that U Aye Ko would retain the No 3 job of General Secretary. It was not clear why U Aye Ko was not promoted to the top

post. Succeeding U Sein Lwin as Joint General Secretary was U Kyaw Htin, a member of the party's most powerful body, the Central Executive Committee, who also has been serving as Deputy Prime Minister and Defence Minister.

Elected to fill vacancies on the Central Executive Committee were the Trade Minister, U Khin Maung Gyi, a Council of State member, Dr Maung Maung, and the Deputy Army Chief, Lieutenant-General Than Shwe. All belong to the Central Committee, which includes about

270 members. An extraordinary party congress session ended on Monday with a vaguely worded announcement and confusion — possibly reflecting splits within the ranks of the party.

After the congress ended, the 1,061 delegates were suddenly summoned back — some of them from areas outside Rangoon — but were not reconvened.

The official Radio Rangoon announced that delegates had "firmly suggested" that a referendum on Burma's one-party rule not be held. It also

failed to state clearly that the delegates accepted General Ne Win's resignation. A delegate said General Ne Win and U San Yu would be retained as "inactive members" of the party.

The apparent rejection of the one-party referendum, which had been proposed by General Ne Win, was the first time in memory that the party had failed to approve one of his proposals.

An emergency session of Parliament is due to convene today, apparently to act on the referendum proposal.

Man in the News

Hardliner takes the helm in Rangoon

By Anatol Lieven

The choice of U Sein Lwin, aged 64, as the new chairman of the Burma Socialist Programme Party has been the most surprising development in a week not short on surprises.

Burmese and foreign observers had been unanimous in considering him the most likely scapegoat to appease the discontented Burmese people.

A well-known hardliner, U Sein Lwin has been Joint General Secretary since 1985, but has played a leading part in internal security since the 1962 coup that brought General Ne Win and the one-party system to power.

He has been close to General Ne Win since serving in his nationalistic battalion in the years before independence from Britain.

He was in charge of the riot police when they brutally suppressed student-led protests in

Rangoon in March. Stories of police torture and rape were important in turning the mood of the population against the Government. Since the demonstrations began again last month, there have been reports of several revenge killings of police by students.

Last week the Government admitted for the first time that 41 prisoners had suffocated in a police van during the March riots. The Home Minister and a senior police officer resigned in consequence.

U Sein Lwin was one of five other officials who offered their resignations on Saturday, together with that of General Ne Win. Only those of General Ne Win and President San Yu were accepted.

If the intention was to pacify the rioters, then the decision to make U Sein Lwin chairman is illogical — it will inflame the students. The most likely explanation is that a power

struggle is raging between reformers and hardliners.

This explanation has been advanced by former Brigadier-General Aung Gyi in an interview with the BBC World Service. General Aung Gyi, who broke with General Ne Win over his policies but appears to have remained on good terms, implied that General Ne Win was sincere in his proposal that Burma should hold a referendum on multi-party democracy.

Apparently a majority of the leadership, fearful of a complete loss of power, opposed General Ne Win's wishes and yesterday elected the hardline U Sein Lwin in place of U Maung Maung Kha, the Prime Minister, who was the moderate candidate and a close supporter of General Ne Win. U Maung Maung Kha has been sacked from his post.

General Ne Win is now reportedly seeking to reverse

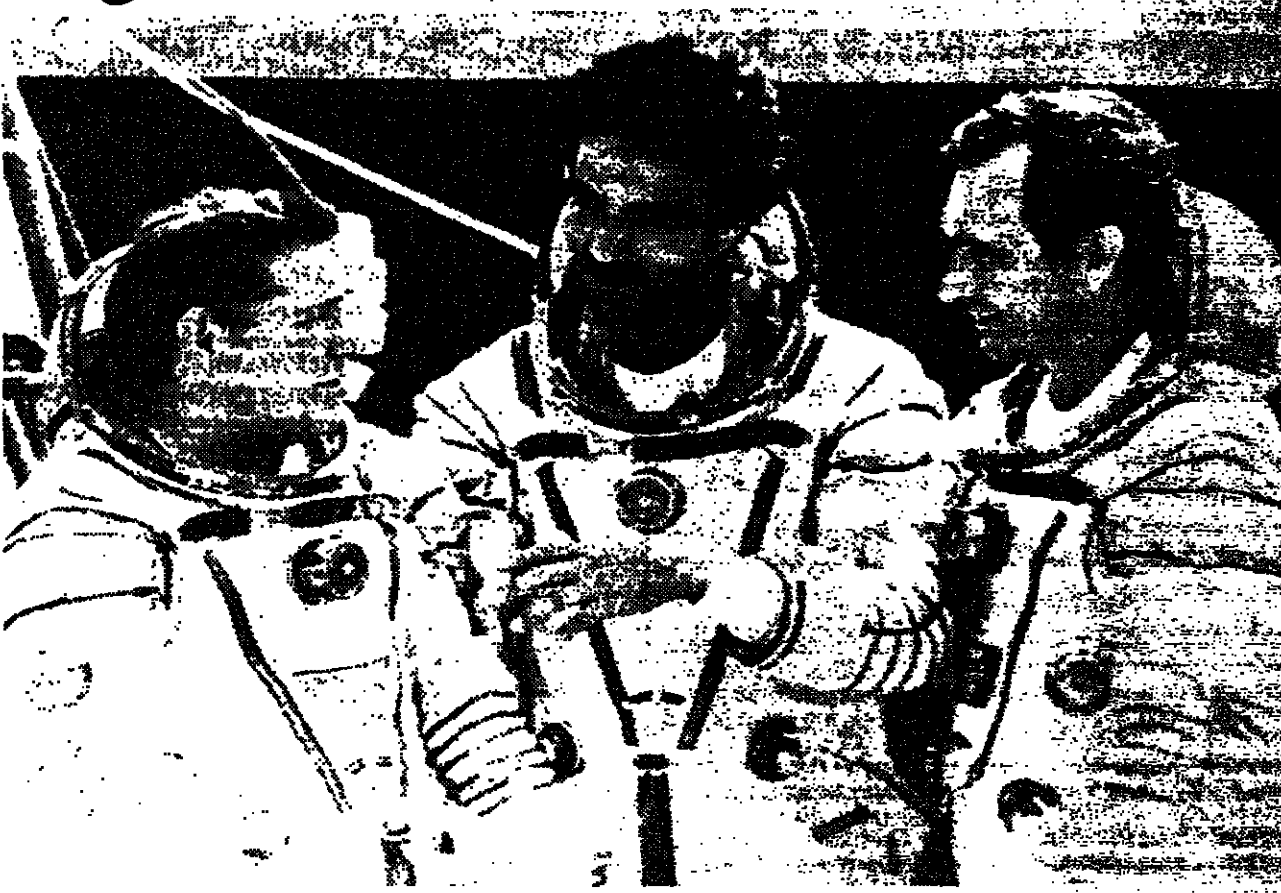
their decision in the Parliament that begins today.

Some observers consider it possible that all this is a ruse by General Ne Win to get the Burmese people to call on him to remain instead of the hated U Sein Lwin. Most Burmese apparently now think, however, that General Ne Win's long grip on power has been fractured, and the leadership is up for grabs.

If so, U Sein Lwin's are certainly capable and ruthless hands — as he has proved both in command of the riot police and in the Army during the wars with ethnic insurgents.

Diplomatic sources have reported that an important factor in bringing General Ne Win to accept reform was pressure from West Germany and Japan, without whose aid Burma will be bankrupt. It is unlikely that either will be pleased or reassured by the appointment of U Sein Lwin.

Afghan trains for joint space mission



An Afghan researcher, Mr Abdul Mokhammad (centre), speaking with the Soviet cosmonaut Vladimir Lyakhov (left) and a physician, Dr Valery Polyakov, as they undertook sea training for a joint Afghan-Soviet space mission.

Rebels step up Kabul rocket barrage

Islamabad (Reuters) — Afghan guerrillas rained 170 rockets on Kabul last week in one of the most sustained barrages of the nine-year war, Western diplomats said yesterday.

The French Embassy was badly hit, an Islamabad-based diplomat said. Another rocket narrowly missed the US mission. Saturday's barrage was the heaviest of the week, with 60 rockets, he said.

So far this month more than 200 rockets have hit Kabul, with at least one attack every

day and sometimes salvos of up to 10 at a time.

But Mr Ijaz Gilani, an Afghan analyst with Pakistan's Institute of Strategic Studies, said there was no indication that rebel forces trying to topple the Soviet-backed Government were in any position seriously to threaten the capital. "It seems to me their point is to demonstrate their ability to hit Kabul when they want."

A Western analysis shows guerrilla activity much greater than at any time this year.

There were five protracted barrages apparently entailing co-ordinated guerrilla action from different sides of the city, another diplomat said.

Co-ordinated attacks have been rare since 1984-1985, when Soviet and Afghan government forces expanded their defensive rings around the city to try to stop the Mujahideen rebels from getting within rocket range.

The diplomat said that the guerrillas were able to strike at Kabul with such intensity because Soviet and Afghan

forces had withdrawn from their outermost defences.

They had also recently acquired longer-range rockets. The seizure of territory south of Kabul has given them control of infiltration routes from border areas.

Last week's barrage appeared aimed largely at the north and north-west of the city, where there are large military installations, and the south-western areas, housing the Soviet Embassy, Soviet army headquarters and the Defence Ministry.

Union battle at printing plant embarrasses Rocard

From Philip Jacobson
Paris

Tear-gas grenades, shotgun blasts and volleys of catapulted ball bearings have ushered in the most serious confrontation between France's Communists and the newly elected Socialist Government.

The violent clashes that erupted this week at a printing plant in the Paris suburbs serve as an ominous message to the Prime Minister, M Michel Rocard, that the hardline left, on whose support his minority administration depends, hopes to wreck the lingering prospects of a political *ouverture* (opening) towards the centre.

The ugly scenes at the factory in Massy, where some 500 militants from the Communist-led CGT union battled with private security

guards hired by the owner, M Jean Didier, have underlined concern in government circles that the extreme left is intent on exploiting its vital parliamentary votes.

The "victory" at Massy, when workers succeeded in occupying the plant and forcing the owner off the premises, has been heralded as the start of a wider mobilization to impose the unions' will on the Rocard Government.

The origins of the dispute with M Didier, a former print worker who has built up an extremely prosperous business printing a range of France's leading magazines, are now almost forgotten. Towards the middle of June a scuffle between two of his workers led to their dismissal, which was speedily followed by a three-day protest strike. In response

M Didier, who is often described as an irascible and authoritarian employer, promptly declared a lock-out. Despite a subsequent court order to lift this, he went on to demand the sacking of another 22 employees, almost all of whom were CGT representatives at his plant.

Inevitably the affair became a cause célèbre in union circles, where tempers were not improved by the recent ruling from the supreme constitutional court that the Government's proposed amnesty for militant trade unionists dismissed for serious breaches of discipline was illegal.

While the CGT was saying that this decision would be actively opposed "in every factory, in law, and if necessary in the streets", Didier employees began an increas-

ingly active protest campaign, occupying other printing works and destroying many thousands of magazines awaiting distribution in the Paris region.

From the start the Government's attitude has been somewhat ambivalent. M Jean-Pierre Soisson, the Minister of Labour, has called on M Didier to end the lockout pending official arbitration — a proposal the crusty industrialist turned down flat.

When yesterday's well-advertised confrontation began, M Pierre Joxe, the Minister of the Interior, refrained from dispatching uniformed police to the scene until hostilities were well under way.

According to M Joxe, who is considered to be to the left of the Prime Minister, the forces of law and order, hard-pressed at the height

of the holiday season, could hardly be expected to hold the ring in this "lamentable business".

In the event, after a running battle lasting several hours, M Didier, flanked by hired security men, left the Massy plant under escort from the much-feared CRS riot squad and the jubilant militants moved in.

Windows were smashed and a number of cars on the premises thoroughly vandalized, but printing machinery was not damaged.

The Government has now appointed a mediator to try to resolve the dispute. But as M Rocard well understands, the left wing of his own Socialist Party wants nothing to do with "centrism" and is spoiling for a fight over the direction of government policy in the minefield of labour relations.

WORLD ROUNDUP

Pardon halts trial of security men

Harare — Charges against two senior Zimbabwean law officers over the death of a physically handicapped Briton alleged to have been severely assaulted in their custody, have been withdrawn (Jan Raath writes).

Witnesses due to give evidence against Mr Blessing Zunzida, the Central Intelligence Organization officer in charge in the southern town of Beitbridge, and Mr Misheck Zwamashakwa, the police commander there, were told to go home on Monday after the state prosecutor at the Bulawayo Regional Court learnt that Mr Zunzida had been on a presidential pardon list since May.

Mr Colin Anderson, aged 47, who was hunchbacked because of a spinal disease, was arrested after an argument in a bar in Beitbridge in March 1986, and interrogated by the two security men. He died after being taken to hospital with a broken neck and severe bruising.

Manila rejects offer

Manila — The Philippines suspended talks on the future of US military bases in the country, saying that Washington was not offering enough money (Humphrey Hawkesley writes). The Government said "there was substantial disagreement on the compensation issue".

WASHINGTON: The State Department said there had been a number of breakdowns in negotiations and talks were expected to resume. Mr Charles Redman said the end of the month was a "target date" for completing the talks.

Anti-Gandhi merger

Delhi — Four of India's opposition parties took a step towards formal merger yesterday in a move intended to challenge the dominance of the Congress Party of the Prime Minister, Mr Rajiv Gandhi (Our Correspondent writes).

Mr V.P. Singh, the former Defence Minister who defeated the Government candidate in a June by-election in Allahabad, said that the planned new party, the Samajwadi Janata Dal (Socialist People's Party), would bring together his Jan Morcha party with the Janata Party, the Lok Dal and the Congress-S Party. A formal merger is planned for August 15.

Libya link in attack

Athens — A senior Greek police officer yesterday confirmed that weapons linked with the massacre on the cruise ship City of Poros two weeks ago belonged to an Italian arms consignment sold to Libya (A Correspondent writes).

Similar weapons have been used in IRA attacks in Europe, he said. Police believe the attack was an attempt to force the release of Mohammed Rashid, a Palestinian jailed in Greece.

Heatwave kills 1,300

Peking (Reuters) — Crematoria in southern China are working overtime to cope with victims of a prolonged heatwave which has killed more than 1,300 people.

A manager of Hangzhou's city funeral parlour said yesterday that none of his staff could take time off and were working double shifts in their three premises.

Slovenes exchange their dinars for fast living

From Richard Bassett, Ljubljana

Standing with her gleaming new motor scooter, Luchka is no stranger to luxury. With her friends, all second-year medical students, she epitomizes the wealth and materialism which have converted a sleepy Alpine town into a brash, fast-moving city in less than two years.

Schminke is the term border Slovines give to this new well-heeled class of pampered teenagers, familiar in Rome or Vienna, but until quite recently unheard of in communist Yugoslavia.

Their parents have made small fortunes by taking advantage of Slovenia's relatively liberal economy. Sons or daughters of artisans or private shop-owners, the *schminke* have money to burn, with inflation running at more than 100 per cent, few parents want to save any dinars. Spare cash has to be spent as soon as it is earned, and at night a once-deserted 18th-century town centre resounds to scooters racing across the cobbles from one bar to another.

This new materialism is a sign of Slovenia's status as the purse of Yugoslavia. More than a quarter of the country's

entire income, Slovines claim, is generated in the northernmost republic, inhabited by barely two million people.

But not all Slovines are happy with the changes. The flashy conversion of old hotels into marble-and-brass discotheques is seen by some young Slovines as the cheapest form of materialism. Older party members are equally sceptical.

However vulgar, the new fashion is encouraged by some official circles in Slovenia. Recently the Slovene Tourist Office adopted the slogan "Slovenia, my Homeland", a phrase which drew angry criti-

cism from Belgrade and accusations from Serbs that the Slovines were Germanophile and neo-fascist.

These Serbian fears were reinforced by the dramatic success of the Slovene rock group Laibach, whose German name, black costumes, and cropped hair confirmed southern Yugoslavs' suspicions about the republic's geographical proximity to the German-speaking world.

Laibach's members say they are not neo-Nazis. They only hate us because we mirror their own totalitarian approach to life and show how

absurd their party discipline is," one of the group insisted.

The Slovines are not nostalgic for the days of German or Austrian rule. But their geographical position, sandwiched between Italy and Austria, gives them a different outlook from the Serbs in Belgrade. Perhaps no one illustrates this better than Slovenia's chief of police, Mr Peter Celik, a sociology graduate who has studied in Paris and has a most un-Balkan manner.

In the trial of four young Slovines accused of handling military secrets, the police have received praise for being

"the most rational figures in this game". Even *Mladina*, the Slovene youth magazine, three of whose journalists are on trial, is unstinting in praising the police.

Keeping a low profile outside the closed military court where yesterday hundreds of Slovines again gathered to lay flowers at the foot of the impressive Serbian sentries, the Slovene police have a difficult job.

The Army suspects them already of being soft on the opposition in Ljubljana. If it ever came to civil disobedience, it remains an open question what their response would be.

Among those supporting the *Mladina* journalists are veterans of the partisan war against the Nazis and a host of middle-aged professional women. Despite this broad consensus of support among Slovines for *Mladina*, nationalism is not at the root of the trial. Rather it is a dispute between the old guard (in Slovenia as well as in Serbia) and the forces which liberalization unleashes on a civilized Central European intelligentsia enjoying a much higher standard of living than its ultimate masters in Belgrade.

While elements of Slovenia society are embracing the late 1980s with vigour, other sections, including the Army and some members of the party, are still frozen in the Tito era, mindful of their privileges and fearful of any change.

With the deteriorating economic situation, it is money more than ever — as the privileged scooter-riders of Ljubljana show — which becomes the key to prestige, and ultimately Yugoslavia's future.



Pyongyang proposals and a rail strike bring confusion to South Korea

North makes fresh offer for Olympics

From John Gittelsohn, Seoul

North Korea proposed yesterday that its members of Parliament meet Southern MPs to discuss co-hosting and participation in the Olympic Games which begin in Seoul on September 17.

Seoul had no response to the invitation, but it came as something of a blow to hopes for incipient North-South détente.

On Monday South Korean National Assembly leaders agreed in principle to meet members of North Korea's Supreme People's National Assembly to discuss a non-aggression pact for the divided peninsula. Today marks the 35th anniversary of the armistice agreement that ended the 1950-1953 Korean War.

The latest North Korean offer complicates any North-South meeting because it requires a negotiated end to decades of hostility in the 52 days before the Olympics.

Additionally, the International Olympic Committee and other international sports federations would have first to

agree to any co-hosting plan for the Olympic Games.

North Korea has refused to attend the Games, rejecting as insufficient an IOC offer to host all or part of five events. Mr Park Se-hui, president of the Seoul Olympic organizing committee, told foreign journalists on Friday that he would still welcome North Korean athletes to Seoul but that it was too late to hold any events in Pyongyang.

In response to protests calling for unification, President Roh of South Korea put forward on July 7 a new policy to open contacts between the two Koreas. His administration has since issued a series of edicts to reduce tensions. South Koreans almost universally welcome the inter-parliamentary meeting, setting up the prospects for the first bilateral contacts since North Korea broke off talks in 1985.

"The real question is why at this time the North came forward with their proposals," a Western diplomat said. "It could be based on a reading of



The wife of a striking railway worker weeping in front of a line of riot police after her husband was detained during police dispersal of workers at a Seoul station yesterday. It is the first strike to affect South Korea's railway system.

the domestic political situation, a reading of the international situation, or a variety of things."

Some observers said North Korea chose to meet the Opposition-controlled National Assembly, hoping to exploit Seoul's political differences. But South Korean politicians have rejected any such idea.

"I don't know North Korea's intentions," said Mr Kim Dae Jung, leader of the biggest opposition faction in the

assembly. "But I think the Opposition can co-operate with the Government in dealing with North Korea."

● **Strike arrests:** Police detained more than 2,000 people in a bid to crush a strike by train drivers that paralysed the South Korean railway system yesterday.

The first strike against the nationalized railways stranded hundreds of thousands of commuters and travellers. An average of 1.4 million people use the trains

each day. Shipments of coal, petroleum and manufactured goods were halted as the strike affected all goods trains.

The Prime Minister, Mr Lee Hyun Jae, called an emergency Cabinet meeting on the illegal strike and threatened to punish union leaders. "The Government has decided to eradicate such illegal union activities, even if it requires considerable cost," a spokesman for the Prime Minister said.

To keep trains running, the Government plans to replace 4,273 striking train drivers with managers, retired staff or recruits. Although Korean workers have made recent strides in gaining the right to organize trade unions, the law still forbids strikes by public employees.

The rail strike began after drivers rejected a wage agreement. Among their seven main demands was a call for a reduction of their working week from an average of 61 hours to 36 hours.

Vietnam demands end to support for Khmer Rouge

Bogor, Indonesia (Reuter) — Vietnam and the Cambodian Prime Minister, Mr Hun Sen, have demanded an end to outside support for the Khmer Rouge and a dismantling of its guerrilla army.

The Vietnamese Foreign Minister, Mr Nguyen Co Thach, said in a speech at the Cambodian peace talks here that a settlement of the Cambodian conflict could not take place without the removal of the Khmer Rouge leadership under Pol Pot and what he termed the rejection of their armed forces.

"We should try our best to make this informal meeting a good opening for the process of peace in Kampuchea and in South-East Asia," he said.

Vietnam, which invaded Cambodia in late 1978 to oust Pol Pot's Peking-supported Khmer Rouge, says the Khmer Rouge was responsible for hundreds of thousands of deaths during a reign of terror of almost four years.

Cambodia's warring factions discussed Phnom Penh's peace plan and rival formulas to end the bloodshed in the tranquil surroundings of a Dutch colonial mansion outside the Indonesian capital. The Khmer Rouge is represented at the Indonesian-sponsored talks by its president, Mr Khieu Samphan.

Presenting his plan, Mr

Hun Sen, Prime Minister of the Vietnamese-installed Government, said the Pol Pot leadership must be eliminated and there must be an end to outside help for the guerrillas, estimated at 35,000 men.

He put forward his proposals at the opening session on Monday, the first full-scale Cambodian peace conference since Vietnam invaded almost 10 years ago.

The Indonesian Foreign Minister, Mr Ali Alatas, describing the atmosphere on Monday as good and constructive, said the aim of yesterday's session was to thrash out areas of difference between the four factions, divided by more than a decade of bloodshed and enmity.

Mr Hun Sen's plan would give a central role to Prince Norodom Sihanouk, who has headed the resistance to the Vietnamese military presence in Cambodia, and he called for an International Control Commission to supervise a future mission to Cambodia. But he rejected a suggestion by Prince Sihanouk, who is not at the informal meetings, that his Government be disbanded before elections are held.

He said all agreed on the need to build an independent and non-aligned Cambodia, but that there must be an end to outside help for the Khmer Rouge as Vietnam withdraws.

Australia and the Crown

Hayden sidesteps Liberal charge of republicanism

By Andrew McEwen, Diplomatic Correspondent

Mr John Howard, the leader of the Opposition in Australia, looked aggrieved. The representative of *The Times* had called at his London hotel with the unwelcome news that Mr Bill Hayden, the country's Foreign Minister, had denied being a republican.

Ever since Mr Howard took over the leadership of the Liberals in 1985, one of his problems has been a shortage of issues with voter appeal. Mr Howard sensed a small but useful opportunity recently when it became clear that Mr Hawke was testing public reaction to the possible appointment of Mr Hayden as Governor-General. The Liberal leader felt convinced that

others, said: "I am delighted he has now changed his mind, but isn't that convenient? I would have more respect for Bill Hayden if he said he would not accept the job because he did not believe in it. He is being seduced by the prestige of the job to modify long-held views."

Mr Howard's second line of attack, based on the idea that a serving politician should not be appointed Governor-General, has also turned out to be flawed. Mr Howard says that he, as Prime Minister, would never appoint his own Foreign Minister to the job, but acknowledges that his predecessors have not always been so careful. Two former Liberal Foreign Ministers have been made Governor-General, and one was serving at the time.

Mr Hayden, a former leader of the Labor Party who was deposed by Mr Hawke before the 1983 election, has not confirmed that he would accept the post if offered it.

The appointment is made by the Queen, but it would be unthinkable for her to refuse the Prime Minister's recommendation.

The Hawke Government has shown no interest in abolishing the post or its powers, even though it was a Labor Prime Minister, Mr Gough Whitlam, who was dismissed in 1975 by the Governor-General of the day, Sir John Kerr.

The monarch's theoretical power to disallow Australian legislation, which has never been used, has also failed to emerge as a political issue. A report by a constitutional commission generated less interest than expected, and a referendum to be held on September 8 on whether the electoral term should be extended from three to four years, and other issues, has aroused only a low-key debate.

Mr Howard favours retaining the Queen's reserve powers, but acknowledges that it is "not an issue at all".



Mr Howard: Short of issues with appeal for electorate.

Mr Hayden was a long-standing advocate of dropping Australia's constitutional link with the Crown. His appointment would be like making an atheist the Archbishop of Canterbury, he declared.

Mr Hayden has now ruined that argument. In an interview published in Australia on Sunday, he said: "I have never expressed that view. There is no evidence on the record." Other remarks implied that he may have thought republican thoughts, but had not voiced them.

Mr Howard, who is in London for meetings with Mrs Thatcher, Mr Nigel Lawson, the Chancellor of the Exchequer, Sir Geoffrey Howe, the Foreign Secretary, and

Inquiry begins on riot by Aborigines

From Christopher Morris, Sydney

The West Australian port of Geraldton was tense last night after an investigation was ordered into a riot by Aborigines protesting at the death in police custody of an Aboriginal football player.

Eddie Cameron, aged 23, was found hanging in a police cell less than an hour after his arrest a fortnight ago. He was the 108th Aborigine to die in police custody since 1961 — another death to be added to the list for investigation by a Royal Commission.

The riots lasted three hours and were some of the worst racial disturbances in Australia in recent years. Some 700 Aborigines had come to Geraldton to attend the funeral. Afterwards a mob went into the city and started wrecking the Freemasons' Hotel.

The Premier of Western Australia, Mr Peter Dowding, blamed outside influence for the riot and city officials blamed the trouble on alcohol and tensions among the Ab-

origines, claiming that many of them were drunk.

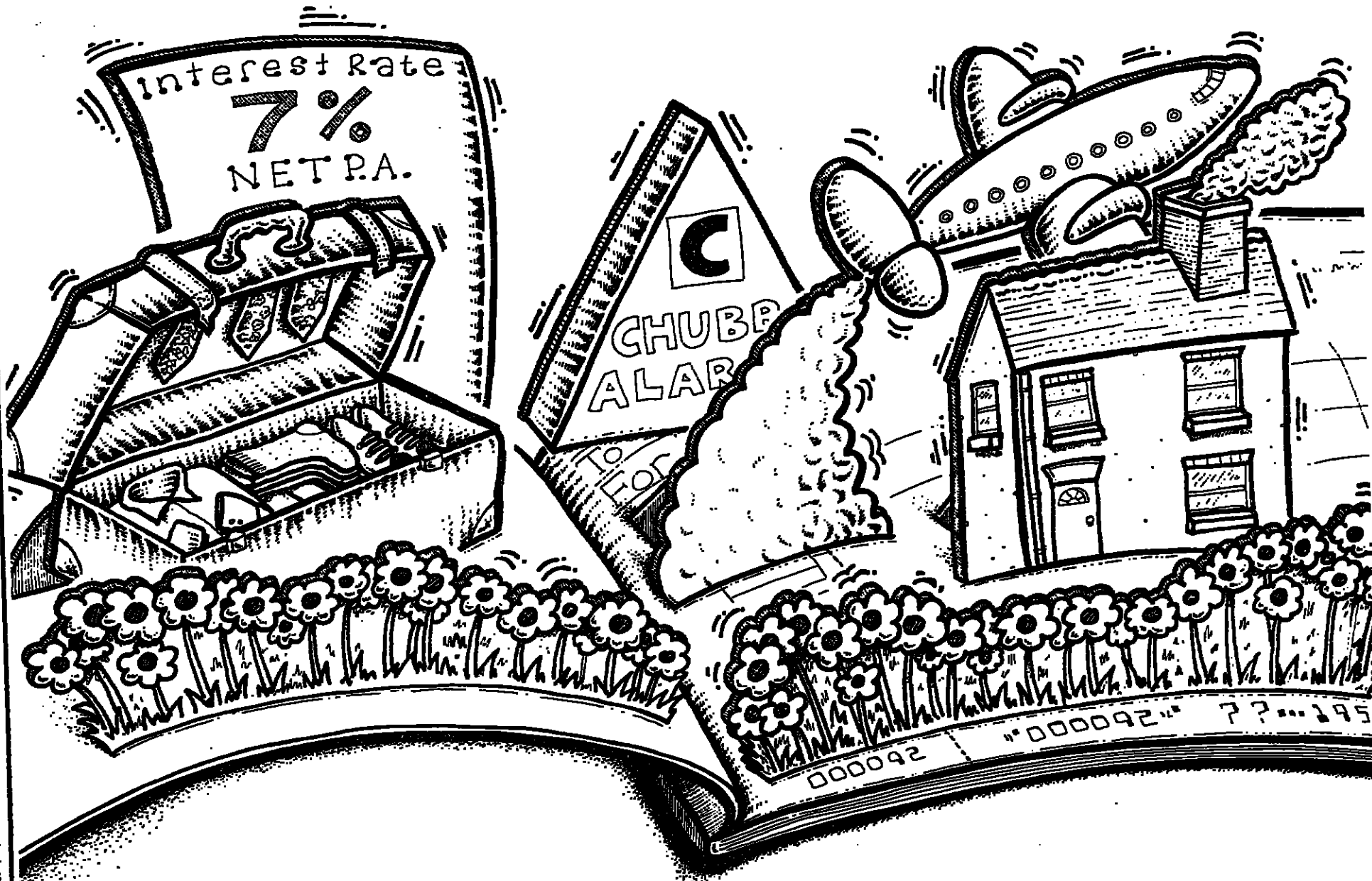
The controversial issue of Aboriginal deaths in custody is causing deep concern and embarrassment for the Government. The Royal Commission, headed by Mr Justice Muirhead, to investigate the deaths has been sitting for seven months and has so far dealt with only four cases.

Justice Muirhead has expressed frustration at how long the hearings are taking. He has also criticized the Commission as "essentially white-dominated".

Three extra commissioners have begun separate hearings in an attempt to investigate all 108 deaths before the Commission's reporting date at the end of next year.

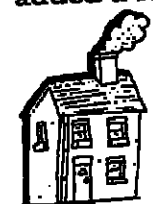
To remedy the white domination the inquiry, Justice Muirhead has said, that the commissioners would consult Aboriginal representatives with the aim of setting up advisory committees.

You get a lot more than interest out of a TSB High Interest Cheque Account.



If you've never thought about earning money on your current account before, then it pays to open a TSB High Interest Cheque Account. You'll be pleasantly surprised by what we have to offer.

Not only will you benefit from our excellent rate of interest but we've also added a few special extras.



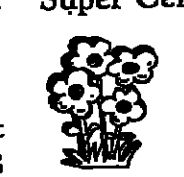
For example, during the first twelve months as a TSB High Interest Cheque Account holder, you will be entitled to an exclusive 10% introductory discount on buildings and contents insurance taken out through TSB Trust Company.



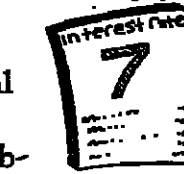
We're also offering a special selection of holidays available through an established tour operator.



We'll also help lower the cost of home protection, by giving you a 10% discount on a Chubb Alarm security system, plus a 10% discount on the recommended retail price on a range of locks and fittings from selected Chubb Super Centres.



On a lighter note, TSB are pleased to introduce you to the best in British gardening. Throughout the year, you will be offered choice selections from Blooms of Bressingham—starting with a free copy of the magnificent Bressingham Gardens 1988 catalogue. So it's not just the interest on your money you'll see grow.



All you have to do is keep a minimum credit balance of £2,000 in your account. You'll be earning a handy 7% interest per annum (net of basic

rate tax) on every penny. Whilst at the same time maintaining instant access to all your money — just as you would with a standard cheque account.

Call 0800 400 465 now and ask for Dept 211 — lines are open 24 hours a day, seven days a week. The call is free.

Or return the coupon to TSB England & Wales plc, High Interest Cheque Account, FREEPOST, BS3333, Bristol BS1 6GZ.

To: TSB England & Wales plc, High Interest Cheque Account, FREEPOST, BS3333, Bristol BS1 6GZ. Please send me full details of TSB's High Interest Cheque Account.

Name _____

Address _____

Postcode _____

The bank that likes to say YES. **TSB BANK**

Only available from TSB England & Wales plc. Interest rates may vary from time to time. Interest is capitalised annually.

July 26 1988

PARLIAMENT

Opposition onslaught on housing benefit change

The Government's changes in the social security system and its transitional arrangements for those worst affected by alterations to housing benefit came in for sustained attack from the Labour Party.

Opening an Opposition debate, Mr Robin Cook, chief spokesman on health and social security, moved a motion calling on the Government to reverse the "savage cuts" in housing benefit imposed last April.

He rejected criticism of Mr John Moore, Secretary of State in charge of both health and social services until yesterday's Government changes, which split the department, leaving Mr Moore in charge of only the latter. Mr Cook said that the problem was not that Mr Moore was not a good salesman, but that no one wanted to buy the Government's policies on welfare.

Mr Nicholas Scott, Minister of State for Social Security, moved an amendment that applauded the Government's recent reforms of social security.

He said that the new system was more flexible. The Government had had the courage to tackle the inadequacies of the previous system.

Mr Cook said that as an act of deliberate policy the Government had removed housing benefit from one million claimants and reduced it for four and a half million others.

How popular that step had turned out to be could be judged from the front pages of today's newspapers in which the Secretary of State was said to defend those cuts to the House was variously described as "shunted sideways", "chopped

in half" and "sidelined". "Over the past 12 months, I have developed a degree of affection for my sparring partner. I am not always sure that the affection was reciprocated."

"Since his skills at presentation have been somewhat criticized over the past 24 hours, may I take this opportunity of putting on the record that I for one am quite sure that if he were possible to make popular the weekly benefit of a pensioner was a step towards ending the dependency culture, then he could have achieved it."

"The reason why the Government is in trouble over health and social security is not because the man at the top was not a good salesman. The reason is that no one wanted to buy the Government's policies on welfare" (loud Labour cheers).

One of today's papers said that the Secretary of State was now left with the "dull routine of benefit payments".

"Let me offer encouragement to the Secretary of State because he may need cheering up in his current position. Those of our constituents who live on benefit do not regard the question of their payment as a dull routine. On the contrary, they are matters of vital necessity."

Housing benefit had been cut by £40, £80 and £100 a month for people who were, by definition, on low incomes. The most telling evidence of poverty was that constituents simply could not afford to pay the new levels of rents being demanded.

On April 27, the Secretary of State had given up attempting to defend his scheme. Instead, he had spent out an emergency package to mitigate the worst effects.

Labour MPs had been invited then and were invited now in

the Government amendment to applaud the Government's generosity in protecting people from the worst consequences of its own cuts.

The Government had done the minimum necessary to buy off a rebellion from its own backbenchers. He feared that those backbenchers were about to discover that outraged constituents that they had been bought off too cheaply.

Not only had the first payments gone out from the transitional protection unit but the first rejection slips had gone out too.

Every backbench MP represented 7,500 housing-benefit losers. Many of those losers would be in touch with MPs in coming weeks as the rejection slips came through from the transitional protection unit.

Many of those excluded had fallen down one of the many quagmires in the new regulations, like that of people who spent more than six weeks in hospital and who had their housing benefit reduced by 85p in the pound for income over £8.25p a week. That did not apply to people in private hospitals. There was specific provision to protect the housing benefit of paying patients.

Ministers had made much of the 4,500 applications a day. That was a tiny fraction of housing benefit claims. If half were paid out every day it would take until February to hit the Government's own target of 100,000 claims of those would lose protection again in March.

The minister had written that some claims would lose protection at the end of the first year and others at the end of the second year.

"Transitional protection is to be subject, apparently, to an

erosion factor which has yet to be announced. Let us have it announced today and find out how long transition protection is going to last."

Mr Nicholas Scott, Minister of State for Social Security, moved a Government amendment which applauded the Government's recent reforms of social security and noted that these would result in more money being spent in a way which was better targeted towards those most in need.

The amendment also recognized that the coverage of housing benefit had become too broad, noted that after the reforms housing benefit would still be received by more households than in 1979 and welcomed the Government's announcement that some transitional protection for losses in housing benefit was to be made available to people in vulnerable groups.

It commended the Government for the speed with which the unit to administer these payments had been set up and congratulated it on meeting its stated target of making the first payments in July.

He said that he believed that the new system would turn out to be more desirable and flexible than its predecessor. The reforms were intended to simplify the system of social security so that claimants were more aware of their entitlements, so that the staff were better able to administer that system and so that a better service could be delivered.

Of course this was a huge change and no change of that sort came in the history of the introduction. But this Government had at least had the courage to tackle the inadequacies and complexities and many of the nonsenses of the old system and to introduce a new one.



Mrs Virginia Bottomley, appointed an Under-Secretary of State at the Department of the Environment, pictured yesterday with Mr John Gummer, who moves from agriculture to the environment department

Labour demand for assurance on nurses' pay

Mr Neil Kinnock used the Government reshuffle as a means of again pressing the Prime Minister during questions on the funding of the nurses' pay award.

The Leader of the Opposition asked whether the appointment of a new Secretary of State for Health meant that the Government was now ready to provide the actual cost of the nurses' pay award and the grading review.

Mrs Thatcher said that many people had thought for some time that the DHSS should be divided up. She had been in the Ministry of Pensions and National Insurance when it had been mooted that the two should be put together.

She thought that the two departments together were more than any one person could legitimately undertake.

Regarding nurses' pay, the Government had provided the full amount, estimated by the review body to be £803 million, and believed that that should be sufficient for a fair implementation of the new structural pay agreement. She hoped that the

regional health authorities and the districts would get on with making that structural arrangement work.

Mr Kinnock asked if the Prime Minister recalled that the actual cost of its recommendations might well differ from its estimates. Would she now give a specific undertaking that, if the actual costs were higher than the estimates, she would make up the difference? Or would she betray the nurses and patients again (Conservative protest)?

Mrs Thatcher said that the Government believed that the £803 million was sufficient to do a fair implementation of the structural pay agreement. It was for the regions to determine how to allocate the funds to the districts because they were best placed to take account of local factors

Brittan 'well placed'

Mr Leon Brittan, the newly nominated European commissioner, would be well placed to represent Britain at extremely difficult and important discussions for the future of Europe and the Commission, Mrs Thatcher said during questions.

She was replying to a protest by Mr Thomas McAvay (Glasgow, Rutherglen, Lab), who said that there was widespread anger at her appointment of Mr Brittan as a European Commissioner. "The appointment which we regarded by the overwhelming majority (Conservative pro-

test) as a pay-off for silence."

Mrs Thatcher: The nomination of Mr Brittan is an excellent one.

Labour MP: Why did you sack him, then?

Mrs Thatcher: The nomination of a former trade and industry secretary was an excellent one. I believe strongly that we should put up those with considerable experience of Cabinet office.

"I hope that the Opposition will see fit to put up names as distinguished."

Speaker to look into allegation

COMMONS

The Speaker (Mr Bernard Weatherill) after repeated demands from Labour MPs, agreed to investigate an allegation that the Government had put pressure on the chairman of a select committee to alter its report.

The report, from the Select Committee on Agriculture, said that lambs contaminated after the Chernobyl disaster had got into the food chain.

Opposition MPs complained that the report had been "tobbed" and "tampered with".

Mr Eric Martlew (Carlisle, Lab) said that the report said that it was "highly probable" that lambs had got into the food chain, but at a press conference today, the committee chairman (Mr Jerry Wiggin, Weston-Super-Mare, C) had instructed the clerk to knock out the word "highly".

The only reason was that the chairman had been "got at"

Mr Wiggin said that he had instructed the alteration to be made because there had been a misprint in the summary of recommendations.

Answering repeated points of order, the Speaker said that this was not a matter for him but for the committee itself.

Mr Eric Heffer (Liverpool, Lab): I ask you to say for once that you will actually look into the matter, that you will consider it and report back to the House.

The Speaker said the House would think it wrong for him to assume responsibilities which he did not have.

But, after what Mr Heffer had said and in order to allow the day's business to proceed, he would look into the matter.

Hotel 'far too dear for Britain'

Rather than spend money on hotels, the Government should go on projects of greater advantage to Britain, the Prime Minister said at question time.

Dr David Owen, Leader of the SDP, in view of the short-sighted decision not to give further financial support to the Hotel project, will site the agree to declassify the patents, and if any other government is prepared to come forward in a collaborative project, will this Government support that policy?

Mrs Thatcher: Hotel is only in its very, very early research stages. It is a concept of a space plane to reduce the cost of launching satellites.

There is no question of this country being able to finance research of such enormous cost - £4 to £6 billion - and our money should go to other projects of greater advantage.

Welcome for university moves

The following report of a Lords debate on the Education Reform Bill appeared in later editions yesterday.

Last-minute amendments tabled by the Government to guarantee that consultations are held over the transfer of university funds were welcomed by academic peers during the final stages of the Bill in the Lords, when amendments made in the Commons were considered.

Peers also approved by 173 votes to 85 - Government majority, 88, changes to the ballot procedures for taking a school out of local authority control and for a grant-maintained status directly under the Department of Education.

Lord Swann (Ind) tabled an amendment to write into the Bill assurances given by Mr Kenneth Baker (Secretary of State for Education and Science) that the proposed University Funding Council (UFC), and the existing body for polytechnics, will consult widely before allocating public funds.

The Government, however, tabled amendments to achieve the same objective.

Lord Mackay of Clashfern, the Lord Chancellor, said that the Government amendments added machinery for consultations before the terms and conditions imposed on grants by the proposed UFC and Polytechnics and Colleges Funding Council were decided.

The Government had never proposed an attack on universities - quite the reverse.

Lord Swann said that he welcomed the Government amendments which were exactly what he wanted and phrased better than his own.

He and other academic peers believed that consultations would provide a lasting statutory weapon in cases of need and dispel the short-term, and in some cases long-term, apprehensions in the academic world.

Lord Beloff (C) said that the Government had advanced considerably from the original Bill.

The Government's amendments were approved.

Later, the Government promised to look again at an amendment from Lady Young (C) to create a special category of school in Europe for children, aged 5 to 18, of Britons working there.

Under the amendment, there would be a grant scheme to enable children of British parents working in another EEC member state to benefit by education at such a school.

It would allow for measures to help recruitment of teachers for such schools, and for their subsequent redeployment in the United Kingdom.

Lady Hooper, Under Secretary of State, Education and Science, said that the Government was in no doubt about the strength of feeling on this.

The Government would be giving the complex questions involved all the attention they deserved. The amendment was withdrawn.

● An Opposition amendment

to the Housing Bill to stop landlords demanding a premium or "key money" from tenants seeking assured short-tenancies was rejected by 129 votes to 69 during the second day of committee stage.

It was moved by Lord Dean of Berwick, an Opposition spokesman, who said that some landlords would abuse the right to charge premiums.

The amendment was supported by Lady Macleod of Borve (C) who said that if it was made so expensive that people needing to rent had also to pay a premium, the whole purpose of what the Government was trying to do was undermined.

Lord Ross of Newport (SLD) said that in some cases thousands of pounds could be demanded for a premium charge.

The Earl of Cairness, Minister of State for the Environment, said that to put up barriers to landlords who wanted to get tenants into empty properties could only be detrimental to the aims of the Bill.

Petition on 'illegal taxation'

A petition from Mr Robert Anthony Fisher, of Watford, protesting against the imposition of a tax on winning bets which had not been authorized by Parliament was presented today on Tuesday by Mr Andrew Mitchell (Great Grimsby, Lab).

The petition said that, although Parliament had abolished on-course betting duty in 1987, proprietors of several greyhound stadiums had persuaded bookmakers to levy a tax on all winning bets and to deliver the proceeds to them for their use or benefit.

Parliament had set the off-course betting duty at 8 per cent, but the bookmakers, including Ladbrokes, William Hill, Mecca, Coral, and Ansell & Sons had imposed rates above 8 per cent on Mr Fisher and converted the surplus to their own devices and benefit.

It asked the Commons to make it a punishable offence to demand or receive any tax unauthorised by Parliament or a rate of tax in excess of that sanctioned by Parliament.

Complaint rejected

A Scottish MP, unhappy that Mrs Thatcher had neglected to include the Scottish Office in her reshuffle, said that the Scottish Office was working extremely well.

Mr Andrew Welsh (Angus East, SNP): Will she sort out the mess at the Scottish Office? No law officer or agriculture minister can take part in this House and the one-man band from Stirling (Mr Michael Forsyth, Under Secretary, Scottish Office) is responsible for education, health, social work and sport, and so on (Conservative cheers). To those who have now been added agriculture, forestry and fishing.

Mrs Thatcher: The Scottish Office works extremely well under one of the best Secretaries of State ever. It has an excellent team.

MPs angry as blank-tape levy falls

In the face of criticism from all sides, the Government won the removal from the Copyright, Designs and Patents Bill of a section giving the Secretary of State the power to set up a levy scheme for blank recording tapes.

MPs reminded the Government of its election pledge to introduce such a scheme.

The Bill was later given an unopposed third reading.

Moving an amendment at report stage, late on Monday, to delete the section, Mr Francis Maude, Under Secretary of State for Trade and Industry, said that the changes made in committee were defective. They gave the Government power it had no intention of using. The Government could accept them without the intention of using them, but that would be disingenuous.

Millions of people copied music from radio, thereby infringing copyright. Some thought the answer was a levy on recording tape.

The Government's view had gone one way and the other. Its conclusion was that a levy should not be introduced. It was wrong in principle for private

rights to be enforced by general taxation hitting the guilty and innocent alike.

Mr Richard Page (South West Herts, Con) said that home taping was widespread and affected the record, film and video industry. There were not thousands but millions of instances.

The Government was abandoning the principle of copyright. If home taping was allowed it became impossible to draw the line. Was a tape permitted for the home? For the car? For the children's personal stereo? The only safe principle to adhere to was the principle of copyright.

Mr Anthony Blair, an Opposition spokesman on trade and industry, said that they had a duty to make home taping legal or to give some proper reinforcement to measures against it.

"It is to the considerable discredit of the Government that they have brought forward a proposal, not to amend the law or to repeal it, but to leave it in a clearly unsatisfactory state."

A levy was a solution adopted all over Europe, and the Australian Government had just an-



Mr Wiggley: Government guilty of bad faith

nounced that it would introduce one.

They should all take seriously representations on behalf of blind, deaf or other disabled people, but these had become a shroud behind which the Government could hide a political and tactical decision made for quite other reasons. Proper schemes could be devised for those groups.

Fifty million to sixty million

blank tapes were used for illicit home taping every year. Rights of copyright owners were important, and they were being infringed on a large scale.

"We do not see the levy system as perfect, but it is the best available and, if workable exemptions can be found to take account of the needs of those who deserve them, it should be a much better position."

Mr David Wiggley (Carmarthen, Pl C) said that the Government was guilty of bad faith. It had fought an election last year on a policy of bringing in changes on blank tapes and had done a somersault.

"The explanation seems to be that some big battalions geared, possibly, to Japanese interests and the rest have been lobbying hard and the Government has gone along with it. It is disgraceful the way that people have been used as part of that lobby."

Mr John Bawls (Battersea, C) said that there was a 100-million blank-tape market every year in this country. If 10 per cent was deducted for tapes used by oral historians and those recording their child's first words, that left 90 million tapes used to record music instead of buying the

original. That was why he believed that the Government's first thoughts had been the right ones.

Mr Malcolm Bruce, SLD spokesman for trade and industry, said that the Government had done a volte face on the blank-tape levy, which had totally embarrassed their own supporters, many of whom had gone out on a limb to support it.

Mr Christopher Butler (Warrington South, C) said that two-and-a-half times as much music was privately copied as was bought in the shops. A tape levy would raise about £6 million to £7 million a year.

Mr James Lester (Bristol, C) said that the Bill would have 294 clauses and a massive loophole on this essential element of intellectual property. Young people would welcome being told to make legal copies of a tape or compact disc.

Mr Maude said that the Government had made a practical judgement that a scheme to exclude the disabled from the levy could not be formulated in such a way as to do justice to the interests of disabled people.

The Government amendment was carried by 134 votes to 37 - Government majority, 97.

28-day limit on videos dropped

The following report of debate in the Commons on the Copyright, Designs and Patents Bill appeared in later editions yesterday.

The Government has withdrawn its proposal to make the retention of a home video recording of a television programme for more than 28 days a breach of copyright.

Mr Francis Maude, Under Secretary of State for Trade and Industry, said during the report stage of the Bill that his original 28-day proposal had been a liberalization of the law and what he now proposed was a further liberalization.

He said that he had not foreseen the excitement which his earlier proposal would generate. He had received letters from people, especially the elderly, who seemed to foresee the police invading their homes to check the age of their video recordings.

At present, virtually all video recording was a breach of copyright law. It was widely accepted that the practice of "time shifting" where a television programme

was recorded and kept until it could be viewed later at a more convenient time - did no harm.

But the build-up of video libraries might well cause some harm, so it was necessary for the copyright law to continue to apply in such cases.

It was largely to reassure those who had been alarmed by the scare stories about the original 28-day proposal that it was now being removed. This was not a U-turn, but a further move in exactly the same direction.

Mr Mark Fisher, Opposition spokesman on the arts, said it was a bit rich for the minister to try to pass this off as a great liberalization. Mr Maude might have convinced himself, but he doubted whether he had convinced many members of the public.

He was delighted that the minister had now come forward with this amendment. The Government had come to its senses. This was a huge improvement and would relieve anxiety, but the law was by no means perfect yet and there would still be problems.

The amendment was agreed.

Report on Nato costs ready soon

A report into the relative share of burdens carried by the United States and by European members within Nato should be with the Government by the end of the year, Mr George Younger, Secretary of State for Defence, told MPs at question time.

He said that the report was the result of a Nato initiative.

Mr Robert Clay (Sunderland North, Lab) had asked why he was being so weak-willed about US demands that European members should pay a higher proportion of Nato's costs.

Britain paid a disproportionately high amount. Since most of Nato's policy was in the interest of the US, why did he not suggest that the Americans paid more?

Mr Younger: The US does pay more of the costs. It pays more than any other member.

Labour group move will anger left

Call for European currency

By Philip Webster
Chief Political Correspondent

A Labour Party group called yesterday for the adoption by the European Community of a single currency as an extension of proposals to achieve an internal market by 1992.

The proposal, which will infuriate the far left, still angry over Labour's decision to drop opposition to membership of the EEC, comes from the centrist Labour Movement in Europe, chaired by the Labour environment spokesman, Mr Denis Howell.

A policy paper being submitted to Labour's national executive for consideration in the party's manifesto for the 1989 European elections calls for a strong commitment to the European Monetary System.

But it says that that will be insufficient unless there is a common Community currency.



Mr Howell: Europe determined on unity

Without it, businessmen would be hampered by the costs of simply converting currencies from one to another and of paying residual exchange rate risks.

"Governments will have to maintain separate reserves to defend their national currencies against each other as well as separately towards the outside. A single market without a single currency is an illusion."

Mr Howell said yesterday that Europe was determined to move ahead with increasing political and economic unity.

"Labour is beginning a new era of realism. We have to go much further in establishing a new co-operation with our political allies."

"Socialists firmly support the development of the European Community. They will take a positive and powerful role in shaping its future. Internationalism has always been an important strand of socialist thought and Europe provides the opportunity to develop that strand in terms of today and tomorrow."

Dounreay job loss worry

The job loss implications of the phased closure of the Dounreay fast-breeder reactor in Caithness were worrying for the north of Scotland and they would not be satisfied with a nuclear dump instead, Mr James Wallace (Orkney and Shetland, SLD) said. He told the Prime Minister that a dump might dissuade many employment opportunities.

Mrs Thatcher: I hope that he appreciates the strenuous efforts we have made to phase out the job losses over a long period.

Parliament today

Commons (2.30): Questions: Scotland. Debate on changes in immigration rules. Motion on Building Societies (Transfer of Business) Regulations. Lords (2.30): Finance (No 2) Bill, second reading and remaining stages.

DAZZLING SUMMER SALE

Discounts of up to 50% are available now on the worlds finest collection of traditional and modern classic lighting.

Sheer brilliance by **millet** LIGHTING

SALE MUST END 5PM SUNDAY JULY 31ST

Available exclusively at: 197-201 Baker Street, London NW1. Tel 01-435 7851 (Opp. Baker St. Tube)

Free parking outside the show room on Saturdays pm and Sundays.

OPEN SUNDAYS 10AM TO 5PM LATE NIGHT THURSDAYS UNTIL 7PM

SPECTRUM

Danger . . . signposts at work

The most confusing way to travel between two points on the British roads can be to follow the route indicated by the signposts,

Alan Franks reports. To test the theory, *The Times* sent a team of reporters on to the highways

Is Britain the worst signposted country in the world? The fury of motorists who pursue a destination which is shown at one crossroads, only to disappear at the next, would suggest that it is.

Last year, in a classic piece of understatement, a Department of Transport review of signposts concluded that "much can be done to improve signing". More tellingly, a survey being carried out for the Government by the independent MVA Consultancy estimates that, for a one-off expenditure on new signs, huge savings could be made annually by reducing the accidents and road maintenance costs which result from drivers playing backwards and forwards in search of their turning. The Ministry of Transport estimates that the cost to society of a fatal road accident is about £300,000. This figure — used as basis for deciding on road building and improvement — is calculated on the cost to the Health Service of treatment, the cost of emergency services, damage to property and the loss of a worker.

From its researches so far in Greater London, the consultancy has shown that most motorists, when faced with an unfamiliar route, will first consult a map but then depend on signposts which, the survey claims, are "inadequate

and incomplete". In and around the capital some 5,000 signs on 214 miles of major road have been deemed faulty, with omissions and inconsistencies abounding.

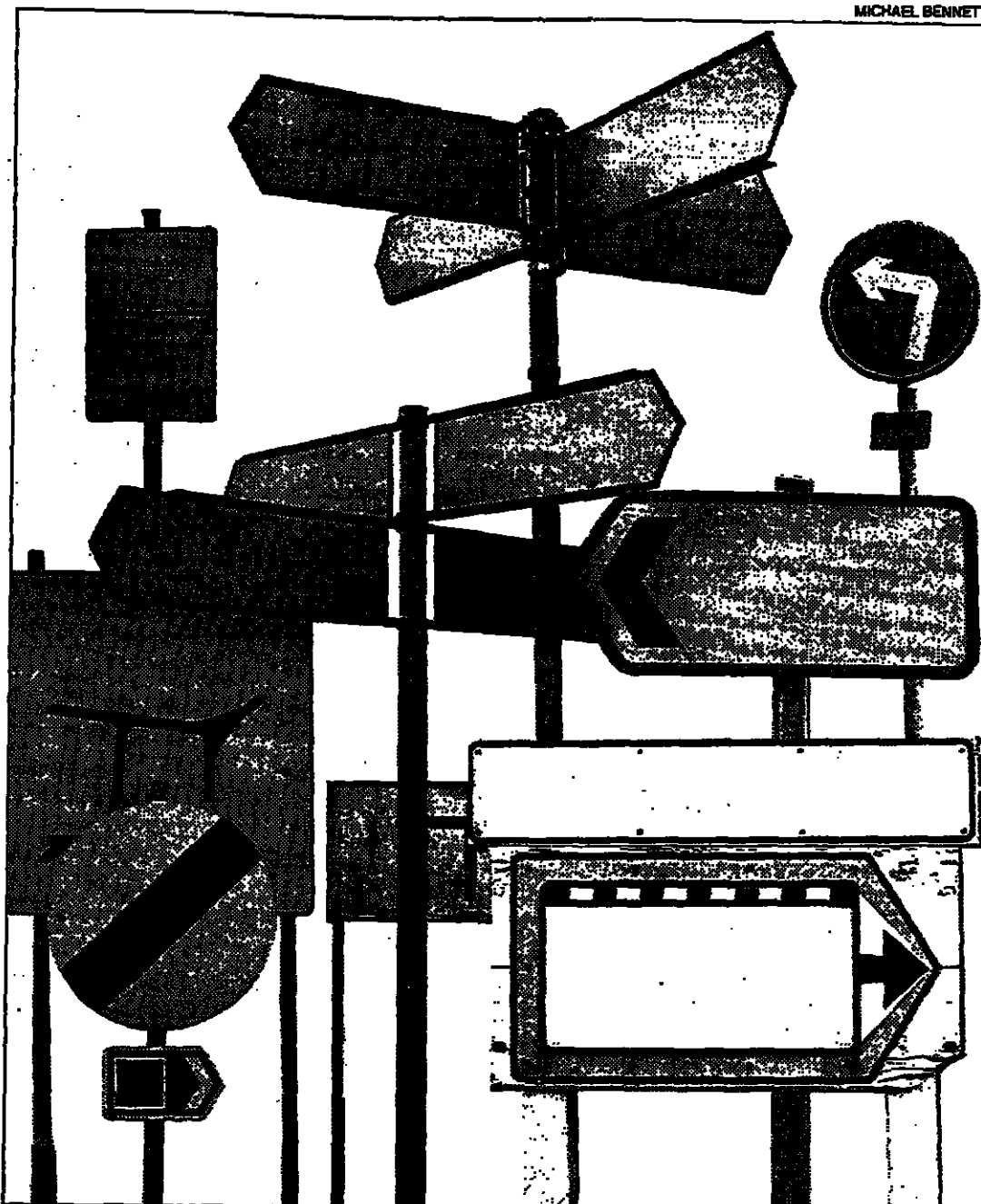
Yet the survey is hardly more gratified by the way in which the human factor contributes to the confusion. An unreleased draft condemns some drivers as "close to the caricature of a person with no sense of direction, appreciation of compass points, numeracy or geographical knowledge".

The Department of Transport is considering a number of solutions, including the removal from signposts of some destinations which are heavily signalled only because they are on old stage-coaching routes.

The consultancy is not expected to publish its full findings before the end of the year, but one recommendation which it seems certain to make is for all crossroads shared by major highways to have a sign naming the junction.

One of the department's moves has been to set up a demonstration project in the Guildford area of Surrey, to make signposts simpler and to clear up the clutter of too many signs. The results of this are expected next year.

While we wait, *Times* reporters across the country were asked to take to their cars to put the present system to the test.



MICHAEL BENNETT

MANCHESTER AND CHESHIRE

Gerald Rossier's commentary on his attempt to penetrate the motorway network of the north-west was crisp. Landing at Manchester Airport, his destination Glasgow, he rented a car. "I got lost immediately," he says.

Rossier's difficulty was that amid a welter of signs confronting the motorist as he attempts to leave the airport, the only destinations cited for the M6 are Preston and Birmingham. Rossier, a businessman from Geneva, knew that Glasgow lies to the north, and that this entailed a trip along the M6. But at which end of the compass are Preston and Birmingham?

Had he been making for the village of Etrop Green he would have been at together better served. There, however, a different problem would have arisen — that of knowing when he had arrived.

Therein lies a story of bent signs, broken signs, baffling signs. Worst of all, perhaps, of signs that dump one in the middle of nowhere.

John Ryan, the AA highways and traffic inspector for the north-west, and I, emulated Rossier's journey. Ryan has taken up Rossier's case with the Department of Transport and Environment, suggesting that it would be better if the M6 was signposted "north" and "south" outside the airport.

There are two signs for Etrop Green on the roundabout outside the airport, giving it a strategic importance which it appears not to merit. For where is Etrop Green? We are never to know.

And Ryan's contention that there is a national problem of not telling people when they have arrived is proved time and again on a journey to Manchester. Signs repeatedly proclaim "town centre" but the question is: which town?

We make for Hale and Bowdon. On the A538, we come across a white and yellow sign. Turn left for Bowdon, right for the B5165, it urges. This is wrong: the B5165 is now the A5144. More pertinently, however, the sign is twisted and almost entirely covered by foliage. Sign debris becomes a feature of the journey. There is a crossroads further on in which there are four roads but only two directions indicated: the original four fingers have been squashed together.

We reach a T-junction. Straight ahead, next to Jefferson's the Butchers and Cowan's the green-progers, is a no-access road.

complete with "flying motorcycle" sign. There is not a signpost in sight. This is what experts such as Ryan call a continuity problem.

Perhaps the crowning confusion of the day, however, is the junction of the A56, A57 and A57M near the centre of Manchester, and this is to do not with paucity but plenitude. Here, on a small roundabout, are crammed five exits, 25 direction signposts, and 67 named destinations: a total, with road numbers and distances and including urban clearway and height signs, of 150 pieces of information.

David Nicholson-Lord

BIRMINGHAM AND THE M6

The sign was big and bold. It revealed that Manchester was 81 miles ahead. A helpful sign, perhaps, for a weary motorist speeding north on the M6 motorway. But, what purpose did it serve on the west-bound carriageway of Birmingham's crowded middle ring road?

There are no other signs to Manchester to be found anywhere in the city. The nearest is more than 25 miles away, going north on the M6.

Neil Greig, the Automobile Association's head of highways and traffic for the Midlands, my guide on a drive through the region, said: "It is totally pointless to have a sign like that unless other signs continuously give directions to Manchester, but it is the only one in the city."

Together with Brian Davies, the AA's highways and traffic inspector in the West Midlands, we went in search of other pointless, misleading, faded and fallen road signs.

North on the M6 out of Birmingham, we quickly encounter an example of inadequate signposting that could lead an

unwary driver to trouble. Junction 7, the A34 to Birmingham, North and Walsall, is followed almost immediately, on a left hand bend, and without adequate warning, by Junction 8, leading to the M5. So close are the two junctions together that there are only two, rather than three, 100-yard count-down symbols for the M5.

Another typical example occurs when we come off the M6 at junction 11 and try to find our way to Cannock on the A460. Cannock is signposted three times on the roundabout above the motorway, but there is no final indication of four roads we should take. Clearly a vital sign that should indicate the A460 is missing and after circling the roundabout twice, we find it, collapsed and hidden in long grass.

In Birmingham itself, where signposting is generally regarded as good, we find numerous bad examples. A major destination sign for Walsall on the middle ring road, for example, is so weather-beaten that the white lettering is missing.

Craig Seton

GLASGOW TO AYR

A quick run from Glasgow to Butlins at Ayr via Kilmarnock and Dregthorn might seem a simple enough exercise so it is, if you know the way. Otherwise you might spend much of the morning trying to leave Glasgow.

Taking the M8 motorway south-west over Glasgow's Kingston Bridge, signs for Kilmarnock are displayed on large gantries over the road.

So far so good, but once on to Dumbreck Road most motorists would carry on at the next major crossroads with St Andrews Drive and into Titwood Road. There is a signpost telling the driver to turn left — unfortunately it is on the far right-hand side of the crossroads.

Our motorist, probably having started the journey again, eventually reaches Neither Auldhouse Road. Once again there is no sign on the left-hand side of the road indicating that Kilmarnock is a right turn at the next crossroads. The sign is again on the far right-hand side. The driver, unable to swing into the right-hand lane because of traffic, will be forced to carry on down Merrylee Road into the suburbs of Clarkston.

RAC patrolman Colin MacDonald and I eventually find the A77 to Kilmarnock, and once there I head for the town centre's one-way system. There are no signs to Dregthorn, barely three miles west. After being told that Dregthorn is off the A77 road for Irvine, I look for signs to Irvine. Driving up John Finnie Street I can see a sign indicating a right turn to Ayr.

There are signs for the Ayr racecourse but not for Butlins

Assuming, wrongly, that it may take me to Irvine (they are both west of Kilmarnock) I turn right. I find myself driving beside a canal.

I head back to the one-way system, and circle the town centre twice. I notice a sign for Irvine towards the west. It appears there are two signs for Irvine in Portland Road, one straight on, another to the left. Turning left takes the driver to a roundabout which clearly indicates Irvine.

Kerry Gill

CHELTENHAM AND THE A46

According to legend, Cheltenham has a high proportion of elderly people because, having arrived there in their youth, they could not find the way out again.

Sources at the Automobile Association say it is easier for a camel to pass through the eye of a needle than for a motorist to drive unerringly through this charming Cotswold town using the road signs.

Bob Hardy, head of highways and traffic at the AA, says: "A piece of string would help to get around the place. The impression I had was that while all the signs may be there, they are not in the right place or at the intervals I would expect."

It is perfectly normal, for example, for a motorist trying to get to Evesham to find himself trapped on a housing estate or heading for the entrance to a multi-storey car park.

Richard Gunston, the AA's highways and traffic inspector for the West, drove me round to prove the point. We found that all the major local routes, the A40, the A435, the A46 and the A4019, converge in Cheltenham, round

which there is no ring road. Most of the traffic does not want central Cheltenham, so it is diverted round the inner relief road, which is only two miles in circumference.

Past the sign welcoming us to the Garden Town of England, The A46 from Stroud to Stratford-upon-Avon. Turning right, as directed, just after the Ladies' College, we follow the rule of thumb, which is to carry on as before until told to deviate. And that is when we run out of the A46. To have kept with it we should have made a right turn, but there is no direction to tell us so.

Tewkesbury via the inner relief road and keeping, as directed, in the right-hand lane. Behind a fleet of shoppers' cars, we emerge from the Regent Arcade car park in the town centre. Just round the next corner, faced with a sign giving us only 25 yards warning, we find we should have diverted to the left-hand lane. An impossible mission — so round the relief road we go again. The clearest sign we pass is to the front door of the Elite Kitchen Centre.

Michael Horsnell

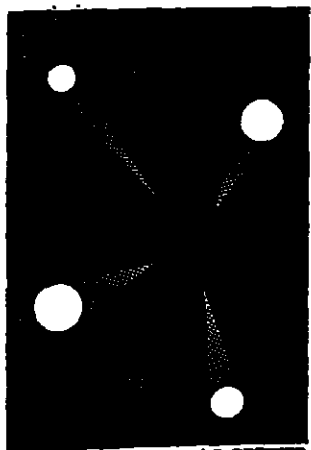
SCIENCE REPORT

Time to compromise on the universe?

A proposal that two camps of cosmologists might settle their differences by roughly splitting the difference between their rival estimates of the speed of expansion of the universe has been put forward by R. Brent Tully, an astronomer at the University of Hawaii.

The essence of Tully's argument is that, in some methods of estimating the expansion speed, and thus the age of the universe, too little account has been taken of how our galaxy may be affected by the gravitational pull of the other relatively near galaxies making up what is called the Coma-Scorpius cloud. This is a local collection of galaxies that make the region exceptionally dense compared with the universe as a whole, and which is itself influenced by the even larger Virgo cluster of galaxies.

The issue is important for understanding the history and likely future of the universe. Present controversies stem from the early 1970s, and from the persuasive arguments then put forward by the Californian astronomer Alan Sandage, that previous estimates of the expansion speed were roughly twice as great as they should be. Since 1975, when Sandage (with his colleague G.A. Tammann) formalized this proposal, there has been a fluctuating balance of advantage between the old and new estimates of expansion speed. Technically, the controversy is embodied in conflicting estimates of what is called the Hubble constant, after the



DICKLEADREITER

controversial American astronomer credited with first having measured the expansion speed. Because the expansion of the universe with the passage of time may be likened to the stretching of an elastic object uniformly in all directions simultaneously, more distant separated points appear to be carried more quickly away from each other.

Hubble's constant is thus a measure of how the apparent speed of recession of a distant galaxy increases with the distance of the object. The Sandage estimate implies that the average speed of galaxy recession increases by about 50 kilometres a second for every extra megaparsec (about 3 million light-years) of distance. The earlier estimate is that the value of the constant is closer to 100. The different estimates yield different estimates of the age of the universe: according to Sandage, about 20,000 million years; the conventional view is

roughly 10,000 million years. Writing in the current issue of *Nature*, Tully says that the origin of the difference lies in a "perversity of nature" which he describes as "the local velocity anomaly", itself a consequence of excess mass in the Coma-Scorpius cloud.

The estimation of Hubble's constant is equivalent to the notoriously difficult problem of constructing distance scales in the universe. The recession speed of a distant galaxy may be measured accurately from the shifting of its spectral lines towards the red end of the spectrum, but estimating distance depends on comparison of its output of radiation with that from a closer galaxy of the same kind.

One pitfall is that, among more distant galaxies, only the brightest and thus possibly exceptional galaxies will be detectable. Careful cosmologists correct for this bias. Tully argues that Sandage and his associates over-corrected, not realizing that many of the galaxies used in their study were members of the Coma-Scorpius cloud, whose velocities are reduced by their mutual attraction. Tully himself gives a value of 80 to 85 kilometres a second per megaparsec for Hubble's constant. Whether his argument will resolve the issue is unclear; old scores are not quickly settled. But the launching of the Hubble space telescope, now at last planned for next year, should go a long way to settle the controversy.

John Maddox

© Nature-News Service 1988

Are there any losers in the business of the America's Cup?



De Savary: in it to win it

Their Cup runs over

A young man who has to ask what the America's Cup costs should not go near it — except as a spectator. Endless blood and treasure has been expended over 137 years, pursuing, watching the Holy Grail. Open-ended funding of the Kookaburra defence of the 1987 Cup in Australia cost the Perth businessman Kevin Parry control of his vast business interests — ranging from mining to supermarkets — and much of his personal fortune. To add insult to injury, his team lost and Dennis Connor took the Cup back to California.

Nevertheless, the 3.5 million carefully controlled pounds that the Blue Arrow challenge has invested in building the radical yacht unveiled last week might appear a major gamble even by the standards of this competition. If the recalcitrant New Zealanders refuse to race against Britain, is the boat a hideously expensive white elephant?

Almost certainly not. The Blue Arrow challenge was conceived in mid-1987 to win back the America's Cup for Britain. The next Defence was not expected until 1991, so the Blue Arrow team planned for a minimum four-year programme and an initial budget of £10 million.

Ninety per cent of this comes from the £2.3 billion

Blue Arrow employment agency group, now the biggest in the world, and 10 per cent from Peter de Savary, operational head of the team. "It's a purely business venture for us," says Tony Berry, 47, founder and chairman of Blue Arrow. "All companies spend money on promoting themselves to the public and our research showed that the America's Cup was the best arena we could possibly be in."

The boat might be revolutionary, with its foil-assisted stability and aircraft-style controls, but it probably has not been ludicrously expensive to construct. Its innovations are conceptual, not mechanical. So perhaps 10 per cent of the £3.5 million has been spent on the boat. The other cash would have been expended anyway during the first year on recruiting key personnel — and there are now close to 80 staff, ranging from hydrodynamicists to sailors, on the Challenge payroll — and establishing the Falmouth base, a London headquarters and a South Coast design centre.

When an America's Cup syndicate is well-conceived and professionally-organized it becomes a wonderful game of life where all the players achieve their own ends.



Berry: "a business venture"

Designers get to draw boats more imaginative than any they would dare propose to a commercial client and sailors have the chance to race at the highest level and be paid for it. Characters like Peter de Savary, Michael Fay and Alan Bond are able to exercise skills and plays that, in an earlier generation, they could have used on the battlefield. And companies such as Blue Arrow, fast-growing and highly profitable but little-known, have their name banded around the world's breakfast tables.

The crucial mistake many observers make is to believe that you have to win the America's Cup to reap any benefits. On the contrary, merely to be a player creates benefits that are scarcely open through other avenues. It may turn out that Blue Arrow cannot race the boat in this event. A setback, but there will be another, genuinely international Cup, in 1991.

"What you have to understand is that we are in this until we win it back and defend it at Falmouth," says de Savary, whose newly acquired docks in the town are already beginning to boom. "Whatever year, whatever boats, Blue Arrow are in this until the Cup comes back to Britain."

Keith Wheatley

LAURA ASHLEY

Summer SALE

FURTHER REDUCTIONS

AT ALL LAURA ASHLEY SHOPS AND HOMEBASES

Laura Ashley Homebases are within Sainsbury's Homebase House and Garden Centres and sell the Laura Ashley Home Furnishing Collection only.

TIMES DIARY

MARTIN FLETCHER

As Church leaders continue their deliberations at the Lambeth Conference, they should keep a watchful eye on an obscure committee of peers and MPs which is quietly preparing the ground for another big Church-State confrontation. The Ecclesiastical Committee, which in the past did little more than rubber stamp General Synod decisions, is for the first time in memory threatening to reject one.

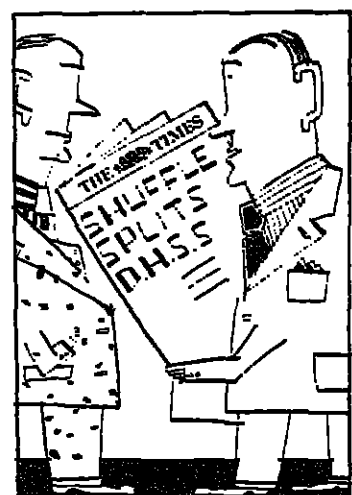
The Synod wants to end the absolute ban on the ordination of divorcees who have remarried while their former spouses are still alive. The committee, which contains such traditionalist Tory MPs as John Gummer and Patrick Cormack, sees this as a further example of the Church backsliding on such fundamental principles as the indissolubility of marriage to suit the climate of the time. The Synod points out that existing clergy members who divorce and remarry can continue in their jobs and argues that its proposal is a mere tidying-up measure; the MPs counter that their postbags are bursting with protests and that it is an issue of great importance.

Without the committee's endorsement, the Commons would almost certainly vote down the Synod's proposal and create a sort of constitutional mayhem in the process, and a delicate game of brinkmanship is now under way. Lord Bridge, the committee chairman and former head of the Security Commission, has written a draft report rejecting the proposal. The Synod has now asked for an unprecedented "conference" at which its likely representatives will be the Archbishops of Canterbury and York. The committee has agreed, but with the potentially explosive draft report still hanging ominously over their heads.

I have been sent a proof copy of Sir Geoffrey Howe's semi-official biography, *A Quiet Revolution*, which I mentioned last week. Sadly it is not political dynamite, its principal purpose being apparently to boost his leadership hopes. "He would like to become Prime Minister. If he does get the chance, his style would be very different from that of Mrs Thatcher and he would certainly try to reconcile sources of conflict within and without the Party," says the concluding paragraph.

But I was struck by this observation on the Foreign Secretary's time as a young officer cadet: "Geoffrey also developed a reputation in boxing, not for prowess or agility... but for sheer courage and guts as he rose repeatedly to his feet for more battering punishment." For "boxing" should we perhaps read "politics"?

BARRY FANTONI



"Another case of Moore meaning less"

The launch of Labour's new think tank, the Institute for Policy Research, has led to some legal scurrying. An organization with an identical name already exists. It describes itself as an independent educational charity, the recipients of its grants including the Centre for Policy Studies, which is a good deal further to the right on the political spectrum than the newcomer. The right-wing lot have written to the left-wing lot politely asking them to change their name, but Dr John Eatwell, Neil Kinnock's adviser and moving spirit of the Labour IPR, is standing firm. It was adopted, he says, only after a Companies House search and clearance by the Charity Commissioners. He again checked with the Commissioners yesterday. They told him they would "go and look".

But perhaps the new outfit's links with Labour are not that close either. At yesterday's launch, Baroness Blackstone, the chairman, forgot the name of her fellow trustee, Tom Sawyer, a member of Labour's NEC and deputy general secretary of Nupe, in introducing him. As she stumbled "Tom, er..." he had to remind her from the front row of the audience.

People say that Eric Forth, brought into the Government for the first time in Monday's reshuffle, is another semi-house-trained polecat of the Norman Tebbit variety. He certainly does not mince his words. He recently advised one of his Mid-Worcestershire constituents to move to "a grotty part of town" if he could not afford a house elsewhere. "If Mr Hunter thinks I am not overflowing with the milk of human kindness that's tough. One of the problems with young people is that they have exaggerated expectations. They expect to have a three-bedroom family home straight away," he commented later. Labour MPs have tabled a Commons motion deploring his conduct.

Never underestimate politicians' sense of self-importance. A history will be published this autumn *The Lords and Commons Cricket Club*, with a foreword by Lord Home of the Hirsel and contributions from various dignitaries. The leather-bound edition will cost a mere £150.

I rang the European Commission last week to find out exactly what Leon Brittan will earn as European Commissioner. I was seeking a simple round figure. I was told: "112.5 per cent more than an A1 Step Six officer who earns 402,600 Belgian francs." I could not work that out, but with the help of *Who's Who* I did work out Brittan's age, which was more than Downing Street managed. The Prime Minister's press release announcing his appointment said he was 49. But, as a peeved Mr Brittan confirms, he is only 48.

Kenneth Clarke, put in charge yesterday of the new Ministry of Health, could have more influence on the outcome of the next election than any other minister.

Whatever reforms of the Health Service the government introduces there will be terrible cries from the vested interests and the Labour Party. Cries that might be heeded by the electorate if determined efforts are not made to counteract them.

In a recent poll conducted by MORI for the Committee for a Free Britain, nearly two thirds (64 per cent) thought that the Health Service was doing a good job. But only one third (34 per cent) thought that it would be doing so in five years time.

This is where Clarke comes in. Since most of the work on the reforms has already been done, his role is, above all, to explain them to the electorate.

Those who favour radical reform should not lose sight of the qualities that the Health Service possesses. Despite glaring individual instances of inefficiency, it is not inefficient when compared to other systems in other countries. In the teaching hospitals the Health Service has centres of excellence that are truly excellent. The iller a patient the more resources are devoted to healing him — a surprisingly libertarian principle for a large

socialist-inspired bureaucracy. Those opposing reform — except the spending of more public money — must accept that the Health Service as presently organized will never be good enough for Thatcher's Britain. Waiting lists are far too long and demonstrate that the state cannot provide timely health care for all free at the point of consumption.

As reported in *The Times* recently, the mortality rate of patients in some hospitals is seven times higher than in others. Because managers do not operate in a free market — an efficient conveyor of information as well as an efficient allocator of resources — they have little idea what patients want and so have to decide what patients should get. Too many consultants do not fulfil their contractual obligations. Hospital staff are often unfriendly; sometimes with good reason, too often, not.

It is no surprise that the MORI poll found that 45 per cent said

they would take out private health insurance if they could afford it.

Broadly there are two sensible ways that a modern state can make sure that the needy get proper health care. By a system of health vouchers and by a system of compulsory insurance. In both cases the private sector provides the services; the state pays for the needy, the un-needy pay for themselves.

But to leap from where we are today to either of these systems in one bound would entail enormous dislocation. The Government, instead, should aim for a system whereby the state pays only for those who cannot afford to pay for themselves. And it should be a matter of public indifference whether services are produced by the public or the private sector.

This means a readiness to privatize parts of the NHS, including some hospitals. It also means a substantial expansion of private health insurance. But it cannot expand without encounter.

The best approach is to give tax credits to those who are prepared to insure and, as a *quid pro quo*, to oblige them to contract out of the NHS for those illnesses for which they are insured.

The NHS will have to continue to provide for all accidents, most emergencies, chronic illnesses and much mental illness, i.e. uninsurable illness, and it will have to continue to look after patients who have been failed by the private sector.

The Government will have to demonstrate that a reformed Health Service will perform better in order to secure public acceptance of a substantial expansion of the private sector at what will appear to be at the taxpayers' expense — although it may well be to the taxpayers' gain. Such a demonstration will also be needed to meet the argument that it is creating a two-tier system in which the needy will get worse treatment than the un-needy.

This will require reform of the

entire administrative apparatus. To have created a new Department of Health is a welcome step. But the government will also have to create new, streamlined, health authorities, probably combining the functions of the present regional and district authorities as well as of the family practitioner committees.

More important, the Government will have to find a way to cut and eventually eliminate waiting lists. This can be done only with the help of the private sector. The Government will probably have to impose some form of legal obligation on its reformed health authorities. Then, if they cannot treat patients in their own hospitals, they will have to send them to private hospitals and pay the charges.

The Treasury is thought to be opposed to such reforms on the grounds that it cannot estimate what effect they will have on public spending. Superficially, a centrally funded Health Service has attractions for control of

public spending. But public pressure has more often been mustered of the public purse where health spending is concerned. No other department has managed an increase after inflation of 27 per cent since 1979.

In fact, if the state is no longer ready to treat those who can afford to pay for their own health care and the Health Service uses an expanding private sector to provide treatments where they are cheaper, the consequences for public spending are likely to be positive.

The electorate sees the Prime Minister as a successful reformer. She has undertaken a radical reform of the economy and everyone can see the results. They expect similar results with reform of the Health Service.

In health matters, as with the economy, Mrs Thatcher should stick to her instincts. They will tell her that in the same way that it is not for the Government to decide how much each individual should spend on his food, his clothing and his shelter, it should not decide how much he spends on his health care.

Put like that, by the not very radical but exceptionally articulate Kenneth Clarke, there is every chance that the electorate would accept the reforms that are necessary.

© Times Newspapers, 1988

David Hart puts forward an agenda for Kenneth Clarke

Health: let the wealthy pay

Ian McIntyre

Charm of the light brigade

Celebrating his victory in a general election some years ago, a Tory knight of the shires, fresh from hammering his earnest young opponent into the ground, said in the kindly way that knights of the shire have: "He's a nice boy, Terence. I do hope he passes all his exams."

That seems to be to be roughly what the British electorate has been saying about the Liberal Party for the past 30 years. It has been led by three men who were all in their day top of the political pops — in two cases deservedly so. Yet the verdict of the ballot box has always been the same. The voter, in his muddled way, has persisted in thinking that the party was still in short trousers.

Lenin didn't think much of liberals either. "When a liberal is abused, he says: thank God they didn't beat me. When he is beaten, he thanks God they didn't kill him. When he is killed, he will thank God that his immortal soul has been delivered from its mortal clay." Now we know where Mrs Thatcher got her ideas about wetness. I almost begin to think old Vladimir Ilyich should be given posthumous credit for a sense of humour — particularly as that comes from an article about the tasks of the Social Democrats.

I know, of course, that technically the Liberal Party has been delivered from its mortal clay and that the contest which currently has the pulse of the nation racing concerns a different animal. I remain unconvinced. The outfit that Messrs. Beith and Ashdown entertain the mysterious ambition of leading may have a longer name, but to me it looks remarkably like the old Liberal Party we know and love with knobs on.

There was a time in the late 1950s when Jo Grimond gave a passable imitation of someone who was going to pull it off. He looked good, sounded even better and there was a keen, if rather gentle, mind there. He seemed to think it vulgar to appear too professional, which made some say he was lazy, others that he

was too nice. He is certainly the only party leader to decline an invitation to broadcast on the ground that he was taking his aunt to the theatre.

In the late Macmillan era he made some good, rousing speeches. One of them was all about the red meat of politics and leading his troops towards the sound of gunfire. Tory Central Office then retained some rather sharp advertising men, and within days they had taken full pages in the quality papers. The words were printed big and bold: "I Will Lead My Troops Towards the Sound of Gunfire!" Underneath, several rows of painted wooden soldiers and a toy cannon. And at the bottom of the page, in a more modest typeface, the lazy throw-away — "Meanwhile, the Tories have signed the Test Ban Treaty..."

Then it was Jeremy Thorpe's turn — not such a good mind, better impersonations, all the fun of the fair. There was a by-election in the west of Scotland in what was, by common consent, unpromising territory for the Liberals. The Scottish party didn't want to stand, but London overruled it and a candidate was mustered. Jeremy, not long in the saddle, went north to canvass. He took a stroll down the High Street and tipped his hat to a passing workman. "Morning, squire," he said cheerfully.

The workman stopped and had a look at him. You didn't see many brown bowlers in Rutherglen in those days. Double-breasted waistcoats and heavy watch chains weren't all that common either. "I'm Jeremy Thorpe," said our hero brightly. "The new leader of the Liberal Party." The elector weighed this information for a moment. "That's your bloody problem," he said.

Eventually, alas, the entertainment that Jeremy had to offer got a bit out of hand. The baton passed to David Steel, who appeared to be all boyish charm, and once again the bubble of expectation grew cruelly large. Surely he could do



it if anyone could. The soggy left and the solid centre would kiss and make up and the old lady would lay aside their knitting and lie down with the Young Liberals. That tired old joke about one taxi-cab would go to the knacker's yard, and at the next general election (well, the next but two, perhaps) the new intake of Liberal MPs would drive up Whitehall in a great fleet of charabancs...

Ah, well. Now a new choice faces the faithful. If the Labour Party is a broad church, the Liberal Party has always been an ecumenical parish. It's good of it to have taken in the congregation from down the road while getting the roof back on its own church. The Liberals are even giving them a vote, I understand. So who is going to

be the new chairman of the parochial church council?

Neither candidate is unduly weighed down with intellectual baggage. Neither is thought to bear his wife or covent another's — a morally blameless pair, though his enemies have been putting it about that Mr Beith squeezes his toothpaste tube in the middle.

Some of Mr Ashdown's more enthusiastic followers obviously regard him as a cross between the Duke of Wellington and Richard Hannay — the sort of chap who could bound up the Thirty-Nine Steps at a time and still breathe quietly at the top. The opposite camp sees it rather differently, depicting him as a sort of reconstituted Mad Mitch of the Argyls with a couple of A levels thrown in. He would certainly lead from the

front, though his followers might not always be there when he looked round. He sounds a bit like the cavalry subaltern, of whom his colonel once wrote economically: "The man will follow this officer anywhere, if only out of curiosity."

Mr Beith would not arouse great curiosity, either in the party or outside. In fact he would be the duller leader since Clement Davies. His campaign style suggests he has been mesmerized by the commercial for The Listening Bank, and too much accommodation in a leader can end in tears. His appearance is deceptive, however. He can be very tough and pushy and works with great determination for those who give him their support. When he was on the BBC's general advisory council he

made a nuisance of himself by the quite brazen way he used his position to advance the interests of his constituents — Alnwick must have the best radio and TV reception in the county.

A quiz: "I can't see that there's so much in him," said one young member of Parliament to Sir Cosmo. "I rather think there is, all the same," said the baronet. "I dare say he's not very bright, but I don't know that we want brightness. We've had enough of that already. Give me sound common sense, with just enough of the gab in the man to enable him to say what he's got to say. We don't want more than that nowadays."

A passage from a new romance about the Tory Party, co-authored by Jeffrey Archer and Barbara Cartland? Not quite. Sir Cosmo is talking about Platteau and Palfrey, and he was a Whig. I don't know how bookish an electorate we're talking about, but it looks like a choice between John Buchan and Trollope.

There was a time when Liberals could expect all the advice they needed from within their own ranks. "There are men who sit still with the fly-blown phylacteries of obsolete policies bound round their foreheads, who do not remember that while they have been mulling their incantations to themselves, the world has been marching and revolving, and that if they have any hope of leading it or guiding it they must march and move with it too."

I don't know that Lord Rosebery would see too many marchers and movers in what is left of his party today. The fact is, of course, that the non-Labour left has been rather careless, and has temporarily mislaid its real leader. The one man from that part of the political spectrum who knows with medical precision where the jocular is does not have his name on the ballot paper — is indeed at the moment the leader of a different party. He will watch this week's proceedings with his foxy smile and bide his time.

Commentary • WOODROW WYATT

Ethnics we must help

The dismemberment of the old Austro-Hungarian Empire carried with it dismemberment of the old Kingdom of Hungary. Two thirds of its territory disappeared. Some went to Yugoslavia, some to Czechoslovakia, and after the Second World War a piece went to Russia. The largest chunk, Transylvania, became Romanian. This is the wound that goes deepest to the Hungarian heart.

It was part of the original kingdom of St Stephen, first king of Hungary in 997. Transylvania was then controlled by Magyar chiefs. During the 140-year occupation of most of Hungary by the Turks, Transylvania held out and kept alive the spirit and entity of the Hungarian nation. But the Romanians were always in a majority. The Hungarian census of 1910 recorded 1,472,031 persons of Romanian origin, 918,217 of Magyar and 234,083 of German (Saxon). Not surprisingly the Romanians objected to Hungarian rule and were delighted by the Treaty of Trianon which ended it.

Between the wars, Transylvania's Hungarian minority grew in numbers until today it is somewhere around two million out of a total of seven million, though the precise figure is hard to arrive at because of Romanian juggling with the figures. When you consider that the population of the Irish Republic is less than 3.5 million, and that the population of what remains of Hungary itself is just over 10.5 million, the presence of two million Hungarians across the border in Romania naturally looms large in Hungarian minds.

The Hungarian minorities in Czechoslovakia, Yugoslavia and Russia are treated no worse — grim though life may be — than the other citizens of those countries. Before the Second World War the same was true of Romania, where the Hungarian minority carried on with their own culture, traditions, schooling and other pursuits.

It was the arrival in power of Nicolae Ceausescu in 1967 which changed all that. He has been brutal to his own people but especially brutal to the Hungarians. Their schools have been closed, university education denied them. Father Pancel Tivadar, who has looked after hundreds who have fled Romania to Hungary this year, is quoted as saying: "Police beatings and torture are increasing, they are forbidden from speaking their mother tongue in public, they are not given decent jobs, couples are separated and told to work in different towns."

It must be miserable enough to be a Romanian in Romania. To be a Hungarian in Romania is desolation and deprivation even by communist standards. Now has come President Ceausescu's latest draconian proposal: to demolish some 7,000 Transylvanian villages; their old houses, their cemeteries, their old churches, many of which date from the beginning of Christianity in Transylvania and many of which are beautiful architecturally. The inhabitants are to be herded into multi-storey agro-industrial complexes. They will be detached from what little land they have been allowed to till and forced to

work in collectives. The project is intended to be completed in 12 years.

It might be supposed that it may never happen if it were not for the dictator's activities in the capital, Bucharest. There ancient streets and churches have been razed to make way for modernistic buildings. Charming old houses have been obliterated. So has the old Jewish quarter.

At the start of the operation 40,000 people were ejected, their belongings dumped on the street. Ceausescu, it seems, is trying to make town and country identical.

The herding of the peasant population will apply to Romanians and 400,000 Germans in Transylvania as well as Hungarians, but the villages which are to be bulldozed are inhabited only by Hungarians. The other 6,000 villages in the rest of the country are to be left alone. The aim is to destroy what's left of Hungarian culture and identity and subordinate them to Romanian.

Romania will not now let Hungarians out and it has halted family visits across its borders. Tiny Hungary could not possibly absorb the extra two million Hungarians from Romania even if they were allowed to leave. Hungary protests at the treatment of its nationals. A few weeks ago, nearly 100,000 demonstrators marched silently, carrying lighted candles, to the Romanian embassy in Budapest, which refused to receive a petition.

being done to the Hungarians in Romania would excite worldwide protest if it were being done to blacks in South Africa.

So far the world has been very quiet. A few deprecatory remarks have been made at comparatively low level in London. Romania ignores the Helsinki Agreement. It is, however, a party to the Universal Declaration of Human Rights adopted by the UN General Assembly on December 10, 1948. Theoretically this outlawed discrimination "without distinction of any kind, such as race, colour, sex, language, religion, political or other opinion, national or social origin, property, birth or other status." To which no doubt President Ceausescu says "Ha-ha".

Trading and financial contacts between Romania and the West are so slight that there is no leverage there. The only person who could exercise influence is Mr Gorbachev. Moscow has had some difficulty in keeping Romania in line on foreign policy. But if all the members of the Warsaw Pact, led by Russia, were jointly to denounce Romania's apartheid-style behaviour, it is possible that this would have some effect. It would at least show that *glasnost* is applicable to all parts of the Russian Empire and not merely to the USSR.

Meanwhile the US and Britain should table a resolution at the United Nations. After all, it was we who handed Hungary and the other East European countries over to Stalin after the war, and that should forever be on our conscience.

JULY 27 ON THIS DAY 1877

The strike began on the Baltimore and Ohio Railroad at Martinsburg and rapidly spread. In Pittsburgh, the militia sympathized with the strikers and refused to fire on them.

THE AMERICAN RAILWAY STRIKE

(By Anglo-American cables)

Philadelphia, JULY 26 Although the Railway Strikes is spread over a wider area, no serious disturbance occurs, owing to the effective distribution of troops and strong bodies of special constables in all the large cities. Almost the entire Federal Army and Navy are on duty restraining outbreaks. Admiral Trenchard, with the North Atlantic Squadron, has arrived at Washington, and General Sheridan has been ordered from the Indian country to Chicago. All available troops in the Southern States or at the frontier posts have been moved to the threatened northern cities.

The Tompkins-square Internationalist meeting in New York was a failure. About 10,000 people attended, but order was preserved, and nothing exciting transpired, the crowd dispersing early. The police endeavoured to precipitate the dispersion of the mob, which made some hostile demonstrations, but they were promptly quelled. The newspapers generally declare the Communists to be powerless in New York. A meeting of working men will be held there to-night for the purpose of advocating the maintenance of law and order.

At Chicago yesterday a meeting of citizens organized a patrol of 6,000 special constables to

guard the city, where several minor riots have occurred. A Communist meeting last night was dispersed after a conflict with the police, but the mob afterwards attacked a gun store, and carried off 50 muskets. Another mob assailed and overpowered the police, but reinforcements arrived, and the police finally defeated their aggressors, after killing two and wounding 16. Chicago in consequence was very excited all night.

At Shamokin, Pennsylvania, last night a meeting of working men was held, at which a deputation of citizens appeared offering work at \$1 per day. Several men who were willing to accept these terms were hooded; after which the crowd, formed into a procession and attacked the railway station, but was driven off; five being wounded by the special constables.

At San Francisco a body of 7,000 citizens is guarding the city, and two warships with Federal troops and Marines are in waiting. The mob has demolished more Chinese houses, but order is restored, and popular violence is entirely directed against the Chinese.

Chicago is in a disturbed condition. All-night long mobs were threatening various localities, and patrols guarded the streets throughout the night, keeping the rioters in check. This morning the mobs reappeared in Twelfth-street, Newburg-avenue, and Halsted-avenue, and the police and citizens endeavoured to disperse them, but the mob was too strong. The police attacked them in Twelfth-street, wounding 15; but they were finally repulsed, several policemen being killed and wounded. This caused great consternation. The mob have also obtained the control of a large portion of Southern Chicago.

PEACE AT THE PUMPS

More important the costs of entry to the market are relatively high. A market with only one supplier might in theory be perfectly competitive if the costs to outsiders of entering

The suspicion certainly exists that it is not. The time has come to clear up that suspicion with another investigation by the MMC.

Under U Nu Win's rule, the inherent failings of rigid state socialism were compounded by extraordinary economic incompetence on the part of a Government whose fellow countrymen have tended to regard trade as rather vulgar. It was left to a variety of "nations of shopkeepers": first the British, then the Indians, and the Chinese — who were then resented for their stranglehold on the econ-

But without moves towards real pluralism, the Burmese Government will deserve no support from the outside world. Pressure from Burma's foreign aid donors - notably West Germany and Japan - was reportedly instrumental in bringing U Ne Win to accept the necessity of reform in his bankrupt country. They should keep up that pressure.

This "rationalization", to be carried out upon a recommendation of the University Grants Commission, is to be regretted for a number of reasons. I. F. Stone himself may not want a classics degree but his example shows that old-age beginners have much to offer. University teachers report that interest in the classics among adult students is growing — and that those with worldly experience have greatly more to contribute to discussions of Horace or

Once upon a time classical authors went in and out of fashion, more slowly than New York novels but just as surely. Who today would more likely dare say that Ovid was a fraud or Seneca due for a revival — Stone Minor, Stone Minor's classics master, or the Stone who took on Washington's bureaucracies for 50 years?

Your leading article rightly points out that the ultimate total cost of this project would probably be over £5 billion, but that would be spread over a decade. Long before then it is inconceivable that the interests and cost would not be shared internationally. All that is required today is for the Government to give its support until the proof of concept stage, after which a further assessment of the potential development could take place.

Whatever the merits of Hotol — and they are many — it ill befits Government ministers to denigrate what is popularly seen worldwide to be a splendid example of British and French collaboration in aerospace technology.

Yours sincerely,
JOHN CURTISS, Director,
The Society of British Aerospace
Companies Ltd,
29 King Street,
St James's, SW1.
July 26.

Ironically, for a party that says it believes in the value of free market forces, the Thatcher Government is allowing massive market distortions to remain and then naively choosing to ignore their effect. This is wishful thinking.

As it stands, the legislation gives Government the power to transfer council and new town tenants to new landlords with scarcely even lip service to the wishes of tenants.

Yours faithfully,
VALERIE KARN,
PETER WILLIAMS (Department
of Town Planning, UWIST),
Salford Centre for Housing Studies,
University of Salford,
Salford, Lancashire.
July 22.

Back in the fold

wrecking the southern part of the town and its relationship with the park is one *south* of the park itself. I beg you, Sir, to draw this to the attention of your readers. I am, Sir, your obedient servant,
JAMES STEVENS CURL,
2 The Coach House,
Burley-on-the-Hill,
Oakham, Rutland, Leicestershire.

We think the place must offer special protection. Can any other village in England equal that record?

Yours sincerely,
RUTH R. BATTISTIN,
41 Lowndes Square, SW1.
July 17.

Yours faithfully,
DAVID CHRISTIE,
58 Wordsworth Drive,
Taunton, Somerset

Thyssen collection

totaling 20 square metres, for examination, search and interview. This is equivalent to half a coach.

Yours sincerely,
J. B. UNWIN, Chairman,
HM Customs and Excise,
Board Room,
HM Customs and Excise,
New King's Beam House,
22 Upper Ground, SE1.

To confuse this now, however, by fragmented demands for extra cash for museums up and down the country, however worth while, would only spoil the chances for a future major project for the visual arts which might well again capture the imagination of the country as a whole.

Yours faithfully,
GEORGE LEVY,
119 Mount Street, W1.

next to *The Times* crossword has given me the perfect answer. I now jot down everything my husband needs to remember for the day, so when completing the crossword, he can't fail to remember his school duties and whether to take the dog for a walk.

Yours sincerely,
HELEN E. MORRIS,
Woolpit End,
Duke of Kent School,
Ewhurst, Surrey.

The SLD are lucky to have kept half the combined membership of the old parties. The first thing Mr Ashdown, or Mr Beith, should try to do on election is to get the party to agree to a new, simple name with no variations.

Yours faithfully,
DAVID LLOYD,
17 Fore Street,
Harlow, Essex.
July 22.

The agreement with the developers of this church building as a group of small shops includes safeguards for the viewing of all the Cook family memorials, including the memorial tablet in the floor, and for the use and upkeep of the rest of bells.

The mail was delivered by a neighbour at 3.28 pm, having been wrongly delivered in the morning. There were eight items, only one of which was wrongly addressed (wrong post code). That one was the Post Office questionnaire.

Yours faithfully,
GERALD HENDRIE,
The Garth, 17 The Avenue,
Dallington, Northampton.
July 11.

Yours sincerely,
PETER ELY,
The Bishop's House,
Ely,
Cambridgeshire.
July 26.

nature conservation in the thirteenth century. At that event five major world religions joined WWF in an imaginative drive to bring the crucial importance of conservation home to millions of people. The movement has been gathering momentum ever since.

Yours faithfully,
GEORGE J. MEDLEY, Director,
World Wide Fund for Nature,
United Kingdom,
Panda House, Weyside Park,
Godalming, Surrey.
Tbuh13

Counting the flock

From the Chaplain to the Lambeth Conference
Sir, "One bishop . . . pointed out that even attendance at the daily act of worship was fast dropping off" (Clifford Longley, *The Times*, Saturday, July 23).

conservation home to millions of people. The movement has been gathering momentum ever since.

Yours faithfully,
GEORGE J. MEDLEY, Director,
World Wide Fund for Nature,
United Kingdom,
Panda House, Weyside Park,
Godalming, Surrey.

Index 12

happily the numbers attending the morning Eucharists have exceeded our expectations and we are therefore increasing the numbers of our Communion stations from six to eight." (Myself, *The Lambeth Daily Newspaper*, Wednesday, July 20).

Yours sincerely,
ALASTAIR HAGGART,
Chaplain to the Lambeth Conference,
The University of Kent,
Canterbury, Kent



COURT AND SOCIAL

COURT CIRCULAR

BUCKINGHAM PALACE

July 26: The Lieutenant-Governor of Alberta had the honour of being received by The Queen, Mrs. V. E. Smith and Her Majesty's Ambassador Extraordinary and Plenipotentiary at Abdijan and Mr. Sutherland had the honour of being received by Her Majesty.

The Queen received the Bishop of Southwell (the Right Reverend Patrick Harris), who was introduced into Her Majesty's presence by the Right Hon. Douglas Hurd, M.P. (Secretary of State for the Home Department), and did homage upon his appointment.

The Secretary of State for the Home Department administered the Oath.

The Right Reverend John Bickersteth (Clerk of the Closet to the Queen) and the Gentlemen of the Household in Waiting were in attendance.

The Right Hon. Kenneth Clarke, M.P. had an audience of The Queen, delivered up the Seals of Office and took leave upon relinquishing his appointment as Chancellor of the Duchy of Lancaster.

The Queen held a Council at 12.40pm.

There were present: The Right Hon. John Wakeham, M.P. (Clerk of the Closet to the Queen), Mr. Geoffrey Younger, M.P. (Secretary of State for Defence), the Right Hon. John Moore, M.P. (Secretary of State for Social Services), the Right Hon. Kenneth Clarke, M.P. (Minister of Trade and Industry), the Right Hon. Sir Anerood Jugnauth, (Prime Minister of Mauritius), the Right Hon. Anthony Newton, M.P. (Minister of State, Department of Health and Social Security) and the Right Hon. Peter Morrison, M.P. (Minister of State, Department of Energy).

The Right Hon. Sir Anerood Jugnauth and the Right Hon. Peter Morrison having been previously appointed Members of Her Majesty's Most Honourable Privy Council, took the necessary Oaths.

The Right Hon. Kenneth Clarke received the Seals of Office as Secretary of State for Health, took the Oath of Office and kissed hands on appointment.

The Right Hon. John Moore received the Seals of Office as Secretary of State for Social Security, took the Oath of Office and kissed hands on appointment.

Mr Geoffrey de Deney was in attendance as Clerk of the Council.

The Right Hon. John Wakeham, M.P. had an audience of Her Majesty before the Council.

After the Council the Right Hon. Anthony Newton, M.P. had an audience of The Queen and took the Oath of Office, kissed hands on appointment and received the Seals of Office as Chancellor of the Duchy of Lancaster.

The Queen and the Duke of Edinburgh gave an Afternoon Party in the garden of Buckingham Palace for Delegates of the Anglican Communion attending the Lambeth Conference.

The Prince and Princess of Wales and The Princess Margaret, Countess of Snowdon were present.

The Queen's Body Guard of the Yeoman of the Guard were on duty.

The Band of the Coldstream Guards played selections of music during the afternoon.

The Queen honoured with her presence a Gala Performance by the Australian Ballet at the Royal Opera House, Covent Garden, as part of the celebration of the Australian Bicentennial Year.

Lady Susan Hussey, the Right Hon. Sir William Heseltine and Lieutenant-Commander Timothy Laurence, R.N. were in attendance.

The Prince Edward this evening attended a reception at the offices of Agfa-Gevaert, 27 Great West Road, Brentford, Middlesex, and viewed the film "It Could Be Me" in aid of the Queen Elizabeth Foundation for the Disabled.

The Princess Royal, President, Riding for the Disabled Association, this morning visited the National Riding Holiday, at Newton-le-Willows, Bedale, for physically handicapped children from the Association's Groups.

Her Royal Highness was received upon arrival by Her Majesty's Lord-Lieutenant for North Yorkshire (Sir Marcus Worsley, Bt.).

The Princess Royal this afternoon opened the Display Systems Department at Ferranti Defence Systems Limited, Edinburgh.

Her Royal Highness was received upon arrival by Her Majesty's Lord-Lieutenant for the City of Edinburgh (Mrs Eleanor MacLaughlin, the Right Hon. Lord Provost).

The Princess Royal, attended by Mrs. Charles Ritchie, travelled in an aircraft of the Queen's Flight.

KENSINGTON PALACE July 26: The Duke of Wales, Duke of Cornwall, this morning presided at a meeting of The Privy Council at 10.30am in Buckingham Gate, London SW1.

THATCHED HOUSE LODGE July 26: Princess Alexandra this evening presented the Awards at the London in Bloom 1988 Prizegiving Ceremony, which was held at the Victoria and Albert Museum.

Mrs Peter Afa was in attendance.

YORK HOUSE July 26: The Duke of Kent, Patron of the Leukaemia Research Fund, today opened Compton Ward at the Royal Free Hospital, London NW1.

Later in the afternoon, His Royal Highness visited the Automobile Association's Command and Control Centre at Stanmore, Middlesex.

Captain Charles Page was in attendance.

The Duchess of Kent today undertook engagements in the Isle of Man.

Her Royal Highness, who travelled in an aircraft of the Queen's Flight, was attended by Miss Sarah Partridge.

Wales and The Princess Margaret, Countess of Snowdon were present.

The Queen's Body Guard of the Yeoman of the Guard were on duty.

The Band of the Coldstream Guards played selections of music during the afternoon.

The Queen honoured with her presence a Gala Performance by the Australian Ballet at the Royal Opera House, Covent Garden, as part of the celebration of the Australian Bicentennial Year.

Lady Susan Hussey, the Right Hon. Sir William Heseltine and Lieutenant-Commander Timothy Laurence, R.N. were in attendance.

The Prince Edward this evening attended a reception at the offices of Agfa-Gevaert, 27 Great West Road, Brentford, Middlesex, and viewed the film "It Could Be Me" in aid of the Queen Elizabeth Foundation for the Disabled.

The Princess Royal, President, Riding for the Disabled Association, this morning visited the National Riding Holiday, at Newton-le-Willows, Bedale, for physically handicapped children from the Association's Groups.

Her Royal Highness was received upon arrival by Her Majesty's Lord-Lieutenant for North Yorkshire (Sir Marcus Worsley, Bt.).

The Princess Royal this afternoon opened the Display Systems Department at Ferranti Defence Systems Limited, Edinburgh.

Her Royal Highness was received upon arrival by Her Majesty's Lord-Lieutenant for the City of Edinburgh (Mrs Eleanor MacLaughlin, the Right Hon. Lord Provost).

The Princess Royal, attended by Mrs. Charles Ritchie, travelled in an aircraft of the Queen's Flight.

KENSINGTON PALACE July 26: The Duke of Wales, Duke of Cornwall, this morning presided at a meeting of The Privy Council at 10.30am in Buckingham Gate, London SW1.

THATCHED HOUSE LODGE July 26: Princess Alexandra this evening presented the Awards at the London in Bloom 1988 Prizegiving Ceremony, which was held at the Victoria and Albert Museum.

Mrs Peter Afa was in attendance.

YORK HOUSE July 26: The Duke of Kent, Patron of the Leukaemia Research Fund, today opened Compton Ward at the Royal Free Hospital, London NW1.

Later in the afternoon, His Royal Highness visited the Automobile Association's Command and Control Centre at Stanmore, Middlesex.

Captain Charles Page was in attendance.

The Duchess of Kent today undertook engagements in the Isle of Man.

Her Royal Highness, who travelled in an aircraft of the Queen's Flight, was attended by Miss Sarah Partridge.

HMS Sheffield brings back memories



A survivor of the warship HMS Sheffield, lost during the Falklands conflict, joined the crew of her £100 million replacement yesterday.

Lieutenant Colin Haley, aged 38, led the guard at today's commissioning of the stainless steel-covered HMS Sheffield at Hull, Hamble.

side. He is seen, above right, with Chief Petty Officer Terry Turrell, with the new ship.

About 800 guests, including relatives of the ship's crew and of those who died when the last ship was sunk by an Exocet missile in 1982, saw the replacement being handed over to its captain.

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Lieutenant Haley, one of 250 crew who will be on board when the ship starts sea trials next week, said: "Today is a very emotional day. I can't help thinking of my 20 colleagues who died on the fateful day. But this wonderful new vessel is an honour to their memory. It is a fitting tribute to those who died."

Forthcoming marriages

Mr J. Goshall and Miss K. Hart. The engagement is announced between Jonathan, elder son of Mr and Mrs J.B. Goshall, of Loudwater, Hertfordshire, and Katharine, second daughter of Mr and Mrs N.J.R. Hart, of Watford, Hertfordshire.

Lieutenant N.P. Lindley, RM and Miss E.L. Hazledine. The engagement is announced between Nicholas Paul, eldest son of Mr and Mrs Alan Lindley, of Edwinstowe, Nottinghamshire, and Emma Louise, only daughter of Mr and Mrs Bill Hazledine, of Attenborough, Nottinghamshire.

Mr M.A. Miller and Miss M.A. Tomlin. The engagement is announced between Mr and Mrs Samuel Miller, of Beverly Hills, California, and Mary Tomlin, only child of Mr and Mrs John Tomlin.

Professor R.P. Morgan and Mrs E.C. Morgan. The engagement is announced between Roger Morgan, and Catherine Howell, of London.

Captain C. Morley and Miss K.H. Friday. The engagement is announced between Christopher Morley, 16th/5th Queens Royal Lancers, and Miss K.H. Friday, of London.

Mr T.J.L. Bell and Miss V.W. Hornbrook. The marriage took place on July 11, 1988, at Westminster Register Office, between Mr T.J.L. Bell, only son of Mrs Greta Pettit, DSO, TD, and Miss Virginia Wallis Hornbrook, elder daughter of Dr John Wallis Hornbrook, and Mrs Jane Hornbrook.

The wedding took place on board M.V. Klementine off Cap D'ail.

Mr N.H. Sutherland and Miss E.V. Myles. The marriage took place on July 16, at St Margaret's Church, Cornhill, of Mr Neil Sutherland, younger son of the late Mr and Mrs James Sutherland, and Miss Elizabeth Myles, elder daughter of Commander and Mrs T.M. Myles, of Highland, Strathairn, Perthshire.

Lieutenant N.J. Turner, RN and Miss A.P. Kerin. The marriage took place on Saturday, July 23, in Bushey, Hertfordshire, of Lieutenant N.J. Turner, RN, younger son of Mr and Mrs J. Turner, of Coynton, Ayrshire, to Miss Anna Patricia Kerin, younger daughter of Mr and Mrs T. Kerin, of Bushey, Hertfordshire.

A reception was held in Ascot, and the honeymoon will be spent abroad.

Mr N.H. Sutherland and Miss E.V. Myles. The marriage took place on July 16, at St Margaret's Church, Cornhill, of Mr Neil Sutherland, younger son of the late Mr and Mrs James Sutherland, and Miss Elizabeth Myles, elder daughter of Commander and Mrs T.M. Myles, of Highland, Strathairn, Perthshire.

Lieutenant N.J. Turner, RN and Miss A.P. Kerin. The marriage took place on Saturday, July 23, in Bushey, Hertfordshire, of Lieutenant N.J. Turner, RN, younger son of Mr and Mrs J. Turner, of Coynton, Ayrshire, to Miss Anna Patricia Kerin, younger daughter of Mr and Mrs T. Kerin, of Bushey, Hertfordshire.

A reception was held in Ascot, and the honeymoon will be spent abroad.

Mr N.H. Sutherland and Miss E.V. Myles. The marriage took place on July 16, at St Margaret's Church, Cornhill, of Mr Neil Sutherland, younger son of the late Mr and Mrs James Sutherland, and Miss Elizabeth Myles, elder daughter of Commander and Mrs T.M. Myles, of Highland, Strathairn, Perthshire.

Lieutenant N.J. Turner, RN and Miss A.P. Kerin. The marriage took place on Saturday, July 23, in Bushey, Hertfordshire, of Lieutenant N.J. Turner, RN, younger son of Mr and Mrs J. Turner, of Coynton, Ayrshire, to Miss Anna Patricia Kerin, younger daughter of Mr and Mrs T. Kerin, of Bushey, Hertfordshire.

A reception was held in Ascot, and the honeymoon will be spent abroad.

Mr N.H. Sutherland and Miss E.V. Myles. The marriage took place on July 16, at St Margaret's Church, Cornhill, of Mr Neil Sutherland, younger son of the late Mr and Mrs James Sutherland, and Miss Elizabeth Myles, elder daughter of Commander and Mrs T.M. Myles, of Highland, Strathairn, Perthshire.

Lieutenant N.J. Turner, RN and Miss A.P. Kerin. The marriage took place on Saturday, July 23, in Bushey, Hertfordshire, of Lieutenant N.J. Turner, RN, younger son of Mr and Mrs J. Turner, of Coynton, Ayrshire, to Miss Anna Patricia Kerin, younger daughter of Mr and Mrs T. Kerin, of Bushey, Hertfordshire.

A reception was held in Ascot, and the honeymoon will be spent abroad.

Mr N.H. Sutherland and Miss E.V. Myles. The marriage took place on July 16, at St Margaret's Church, Cornhill, of Mr Neil Sutherland, younger son of the late Mr and Mrs James Sutherland, and Miss Elizabeth Myles, elder daughter of Commander and Mrs T.M. Myles, of Highland, Strathairn, Perthshire.

Lieutenant N.J. Turner, RN and Miss A.P. Kerin. The marriage took place on Saturday, July 23, in Bushey, Hertfordshire, of Lieutenant N.J. Turner, RN, younger son of Mr and Mrs J. Turner, of Coynton, Ayrshire, to Miss Anna Patricia Kerin, younger daughter of Mr and Mrs T. Kerin, of Bushey, Hertfordshire.

A reception was held in Ascot, and the honeymoon will be spent abroad.

Mr N.H. Sutherland and Miss E.V. Myles. The marriage took place on July 16, at St Margaret's Church, Cornhill, of Mr Neil Sutherland, younger son of the late Mr and Mrs James Sutherland, and Miss Elizabeth Myles, elder daughter of Commander and Mrs T.M. Myles, of Highland, Strathairn, Perthshire.

Lieutenant N.J. Turner, RN and Miss A.P. Kerin. The marriage took place on Saturday, July 23, in Bushey, Hertfordshire, of Lieutenant N.J. Turner, RN, younger son of Mr and Mrs J. Turner, of Coynton, Ayrshire, to Miss Anna Patricia Kerin, younger daughter of Mr and Mrs T. Kerin, of Bushey, Hertfordshire.

A reception was held in Ascot, and the honeymoon will be spent abroad.

Mr N.H. Sutherland and Miss E.V. Myles. The marriage took place on July 16, at St Margaret's Church, Cornhill, of Mr Neil Sutherland, younger son of the late Mr and Mrs James Sutherland, and Miss Elizabeth Myles, elder daughter of Commander and Mrs T.M. Myles, of Highland, Strathairn, Perthshire.

Lieutenant N.J. Turner, RN and Miss A.P. Kerin. The marriage took place on Saturday, July 23, in Bushey, Hertfordshire, of Lieutenant N.J. Turner, RN, younger son of Mr and Mrs J. Turner, of Coynton, Ayrshire, to Miss Anna Patricia Kerin, younger daughter of Mr and Mrs T. Kerin, of Bushey, Hertfordshire.

A reception was held in Ascot, and the honeymoon will be spent abroad.

Funeral Service

Air Commodore F.M.F. West, VC. On Wednesday, July 20, a funeral service was held for Air Commodore Ferdinand Maurice Felix West, VC, at St. Edward the Confessor Catholic Church, Windsor.

The Rev Patrick Tansley officiated, assisted by the Very Rev. Hibernian Canon of St Edward's, and Mr M.J.V. Cassidy, Principal Roman Catholic Chaplain to the RAF.

The Central Band of the RAF, under the command of Squadron Leader Alan Mossford, played outside the church before and after the service. A lining party was provided by Wing Commander D.C. Hendrick.

Officer Commanding 8th Squadron, West's medals and decorations were borne in procession by Mr Peter West, son, led by Lance Sergeant Piper James McGowan, 1st Battalion, Irish Guards, The National and Branch Standards of the RAF Association were paraded.

The burial service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

The funeral service was held at Sunningdale Cemetery, where the remains of Air Commodore West were interred.

OBITUARY

MR STUART LEGG

Influential wartime documentary film maker

Stuart Legg who died on July 23, at the age of 77, was one of the senior documentary film producers engaged by John Grierson in the 1930s.

Francis Stuart Legg was born in 1910, and educated at Marlborough and St John's College, Cambridge. With his contemporaries Basil Wright, Arthur Elton and Humphrey Jennings he joined first the Empire Marketing Board and then the GPO film unit.

He began by editing *Coalface* (1935) and worked on *Night Mail* (1936), collaborative efforts distinguished by Benjamin Britten's music and W. H. Auden's lyrics.

The economics of coal and steam preoccupied Legg throughout his life, and enhanced his friendship with Humphrey Jennings and Arthur Elton who shared his academic disciplines.

In 1938, with Basil Wright and Arthur Elton, he founded Film Centre as an advisory body to ensure that government agencies and industrial firms could have their needs assessed, and be directed to the independent film units most suited to their purposes. The sponsorship of Shell proved the most intelligent and far-reaching.

In the following year Legg was summoned to Canada by John Grierson who was transforming the old Motion Picture Bureau into the National Film Board. From an old lumber mill on the banks of the Ottawa, Grierson and Legg hammered out a film policy

for a young Dominion at war, a policy destined to influence the whole continent when they secured commercial distribution in Canadian and American cinemas for a series of films that he described as "an absolutely modest survey of the world in the 17th century."

After an aggressive little essay in psychological warfare called *Churchill's Island*, which won an Oscar in 1942, and gratified the Prime Minister Mackenzie King, global battles for oil, for food, for manpower, for the air, for Africa, for the Pacific and the Middle East were catapulted on to North American screens.

Legg was a naval and military historian so the scholarship was impeccable and his commentaries powerful to the point of revelation. His ability to select the significant images from what he described as "an absolutely modest survey of the world in the 17th century."

His published works include *The Railway Book* (1952), *Julian* (1966), *Trafalgar* (1966), *The Heartland* (197

THE ARTS

TELEVISION

Linguistic black spot

Were there an award for the abuse of the English language in a television programme, *Viewpoint 88: The Road Ahead* (ITV) would not only win it but set a standard which would endure for decades.

This documentary was the first of a five-year series, which will report on the progress of the M40 extension from Oxford to Birmingham. The journey of a thousand clichés began with a bravura exhibition of mixed metaphor.

The allegation was that our motorway system is a mythical hydra, despatching arrows of tar-macadam to spearhead the mutation to communism, with scant regard for the personal problems of plucky voles in the biological fast lane and the botanical charisma of their environment.

After a while I began to list the clichés employed, but somewhere between the jewel in the crown and the end of the day I ran out of paper. Buried under a mountain of mangled language were at least two fascinating stories.

A farmer, whose family had raised cattle on the water meadows bordering the Cherwell for three generations, had sold a tenth of his land for the new road and reared more of it to Tarnac, the construction company.

While the farmer lacked charisma of any kind — botanical, agricultural, verbal or television — he was a profoundly pathetic figure, as he contemplated devastation beyond his capacity to imagine.

His placid character was in contrast to the hard headed dynamism of the works commander; this man's problem was how to construct a stable highway on land which was virtually swamp.

Among the film's positive attributes was beautiful wildlife photography from Oxford Scientific Films, not always used effectively. In one sequence a mole surfaced from a heap of earth a few yards from a huge bulldozer and ploughed away from the machine in panic.

This sight was not only distractingly funny, but also raised the suspicion that someone had planted the mole in the earth-works. Animal families were relentlessly sentimentalized; there was no relief from the broods of ducklings, nesting swans, litters of shrews and newborn lambs which filled the screen.

The whole was biased towards the most trivial emotional considerations, and disdained the technical achievement which the motorway represented. As an engineering challenge the M40 extension probably deserves a scientific documentary, even as a motorists' nightmare, however, the M40 did not deserve this programme.

It has been pointed out to me that Gary Lyons, author of *Mobius* (ITV, Sunday), has no connection with Gary Lyons, co-author of *Exclusive Yarns*. My apologies to both.

Celia Brayfield

David Sinclair at the first of seven shows by a phenomenal performer

Bumper bundle

ROCK

Prince
Wembley Arena

miracle of hydraulic engineering. With its many moving platforms and climbing bars, a swing and even a basketball net, it looked like a decadent adult adventure playground.

Although the whole band took a lively part in the constant choreographed bustle, it was obvious that Prince's special playmates were the two Amazonian women, the vocalist Cat and the drummer Sheila E.

The lewd routines which attended "Head" (microphone jiggery pokery), "Dirty Mind" (frolics on a bed), "Lovesey" (a little strip routine) and others, underlined how much Prince's muse continues to be driven by an overwhelming narcissistic libido.

Some of the montages were astounding to behold. Looking impossibly petite in a variety of flimsy, skin-tight black, white and polka dot outfits, he led the superbly drilled band through sequences it would be hard to imagine any other performer on earth attempting. One such was when he went from the depth-charged super-

funk of "Head", straight into the buoyant and rootsy pop of "When You Were Mine", during which he broke off from singing, grabbed a guitar and nonchalantly tossed off a stinky, neo-Hendrix solo blues sequence.

But, unlike his last shows here in 1986, when he chose to concentrate on the soul/funk section of his portfolio and create a pastiche of a James Brown revue, this performance did not get bogged down by any one of his musical or theatrical preoccupations, and was instead a faithful reflection of his tremendous, multi-faceted abilities.

Again it was difficult to assimilate the changes, when he adopted the persona of a growling, swearing, gun-toting pimp in "Bob George" (from *The Black Album*) immediately before sitting at the piano for the delicate "Anna Slessa", which he rounded off with the message, apparently sincere and oft repeated, that "God is love/Love is God". The recent images of Michael Jackson's show seemed staid and predictable by comparison.

After a final volley of greatest hits — "When Doves Cry", "Purple Rain", "1999" and "Alphabet Street" — he rode off on the roof of his Cadillac with his two athletic beauties at his side. This vulgar, capricious, flamboyant showman had just produced about the best show I can remember seeing at Wembley.



Multi-faceted artist of seemingly limitless talent: Prince at his first Wembley show

Visiting company at their peak

DANCE

Kirov Ballet
Coliseum

The Kirov Ballet came back to a miserably muted reception on Tuesday night, its first London appearance for 18 years. Someone must explain to the dancers that this was not a typical English audience, but the result of the sponsors' ungenerous insistence on reserving almost all the seats for a particularly privileged group of their members. This is the unacceptable face of arts financing at work.

To get all my grumbling over at once, I must mention that whatever the merits of the Wren Orchestra, it is hardly an improvement on the company's own orchestra, which played for them during the recent Paris season, where the dearest seats cost less than half what is being charged in London. Also, that one complete sequence of the *Giselle* production as shown in Paris was omitted this time: the duet and solos for two young villagers.

Now to the good news, and since every performance this week will feature a different couple in the leading roles, then we start with what will be the one constant factor, the *corps de ballet*.

The Kirov women are a marvelous collection, slender, long-



Matched as to looks: Altyнай Assylmuratova and Farukh Ruzimatov

legged, supple. They breathe and move as one: not with the drilled precision of automata, but with the unanimity that comes from their exceptionally fine schooling and a proper regard for the music.

Under the direction of Viktor Fedotov, that music is played, especially in Act Two, with more variety and contrast than usual. Much of it is taken slower than we are used to; a little of it faster. The dancers respond sensitively to every variation of pulse.

Oleg Vinogradov's production and Igor Ivanov's designs are rightly on entirely traditional

lines, making all the right points clearly and simply, avoiding almost all the common pitfalls, and leaving scope for the dancers to make their effects through their personal qualities, so that the emphasis can change from one night to another.

Altyнай Assylmuratova (who will not be seen again this week) made a quiet, understated but convincing Giselle in the opening cast. She offers no heavy drama, instead a total commitment to the style and context of the dances themselves.

She and Farukh Ruzimatov, her Albrecht, are both dark and exotic in appearance; many people find them well matched in consequence, although to my mind more contrast often brings out the best in performers. Both are compelling personalities.

Ruzimatov does not, by Russian standards, jump especially high; his strength lies in turns of all sorts, in the soft, controlled plasticity of his movement; and above all in a sense of drama. Even when dancing an interpolated show-off solo in some what incongruous style (to music by Minkus or Drigo, I would guess), he suggests a man with burning coals in his breast.

A word, finally, for Dmitry Korneev, a versatile actor who lets goodness and strength of character shine through a down-trodden timidity as Hans, Giselle's neglected true lover.

John Percival

Sensible reversal

PROMENADE
CONCERTRLPO/Pešek
Albert Hall/Radio 3

This was a topsy turvy programme, where the symphony was placed first and less intellectually demanding music came last, and it made good sense. Mind and ears were able to come fresh to Dvorák's densely argued Seventh Symphony, had the interval to recharge themselves for Beethoven's Fourth Piano Concerto, and could simply relax and be beguiled by a hybrid suite, chosen by we know not who, of five movements taken from Prokofiev's ballet *Romeo and Juliet*.

The concert also found the Royal Liverpool Philharmonic Orchestra in excellent form. The Dvorák, lent the stamp of authority through being directed by the RLPO's Czech principal conductor, Libor Pešek, was cannyly paced and balanced, its darker side emerging in the weirdly piercing sound of the flute in this acoustic as much as in the brass chorales or the string scoring.

There was an admirable crispness in the ensemble work, too, vital in the almost demonic scherzo, while the spirit of the Finale, which in its progress through darkness and torment to light is surely one of the great last movements in the symphonic repertoire, could not fail to touch.

Neither could Peter Frankl's reading of the Beethoven. This was a refreshingly positively projected performance, the solo part coloured with a palette which ranged from the most delicate pastels to fiery primaries, the instruments singing as if Frankl was utterly convinced by the series of the concerto's Orphic associations. Pešek also seemed able to encourage his orchestra to play with flexibility, so that, for instance, those perilous dotted rhythm unisons in the slow movement for once did not sound awkward.

If this work's connection with the Proms' words and music theme might have been tenuous, the Prokofiev — which included the themes of Tybalt's death and Romeo at Juliet's tomb, as well as the Dance with Mandolins (spectacularly, four of them) — clinched the issue, and glitteringly.

Stephen Pettitt

CONCERT

New London
Consort
Queen Elizabeth Hall

It is reassuring that Philip Pickett's South Bank Summer Festival of early music, "Pickett's Pageant", is to concentrate on music that really is early. Nothing beyond the beginning of the 17th century will be heard.

Any problems in luring audiences to the more arcane events are countered by unselfconsciously populist happenings, such as this "Medieval Extravaganza".

The evening was intended to invoke the spirit rather than the letter of a Lenten minstrel's gathering, and indeed the extravaganza extended to the New London Consort's large array of voices and instruments bowed, plucked,

blown or struck. Soldiers in its own day could the 12th and 13th-century repertoire we heard here have been performed on this scale.

To embellish the occasion, there was The Company of Dancers, at one stage merrily leading the bolder members of the audience astray. There were also the three members of Fools Paradise, whose John Ballanger performed fantastic juggling and disappearing tricks and silent comedy with impeccable timing.

Your critic was somewhat distracted from his usual task, though not enough to prevent his gently lobbing a brickbat for the insensitivity with which four exquisite polyphonic *rondeaux*, by Adam de la Halle, were cemented together. But the music was generally despatched with a joyous swagger and aptly hearty singing. Catherine Bott and the rather plummy sounding Michael George contributed excellent solo work.

S.P.

THEATRE

Voice of
life-forceThe Conquest of
the South Pole
Traverse Theatre

In championing Manfred Karge, Edinburgh's Traverse have done British theatre a considerable favour. He writes about lives diminished and oppressed by the prevailing socio-economic orthodoxy. But, although sardonic and knowing, it is not a voice of despair and misery; it is the voice of a life-force that will not be denied.

Here are the antics of four lads at the bottom of the heap, sustained only by pinball and snuggles. After the attempted suicide of one of their number, the leader gets them to re-enact, in an attic and with a few stolen bits of mountaineering equipment, Amundsen's journey to the South Pole. Not Shackleton's or Scott's trip, but Amundsen's. Why should they not taste triumph for once?

One scene consists of the characters' counting out loud the number of steps (1,794) in the final approach to the Pole. As they start out, in single file, snaking this way and that across the stage, you realize that they are going to count out every single one.

The excitement mounts with the counting so that by the end, with them all standing on the lunch table, there is a spontaneous burst of applause from the audience. It's a thrilling moment of bravado and cheek, from Karge and director Stephen Urwin (who seems to be in some sort of cosmic touch with Karge; so right do his productions appear, of texts which give no stage directions of any kind), and an excellent cast, led by Al Cunningham and Alastair Galbraith.

Full marks also to Carol Ann Crawford as the wife of one of the lads and to the translators, Tinch Minter and Anthony Vivis.

Robert
Dawson ScottA SPLENDID WELCOME BACK
UNANIMOUS ACCLAIMThe New
DOYLY CARTE
OPERA COMPANY

"One of the most successful of the G & S operas...gets the new company off to a lively start...with fresh singers, a superb orchestra and an excellent new music director...highly enjoyable DAILY TELEGRAPH

The new D'Oyly Carte Opera Company...brings a sense of freshness and rediscovery TIMES

Phoenix rises in style...full of verve and fun...immensely witty STANDARD

Magical...jovial and romping...Brilliant Overture GUARDIAN

JOLANTHE

What a triumph. What a delight. What an altogether exciting, exhilarating evening. Stupendous in every respect EASTERN DAILY PRESS

Routines laced with vigour and a winning charm INDEPENDENT

No Gilbert & Sullivan fan should miss this glorious Jolante DAILY EXPRESS

The audience received it with whistles and cheers OBSERVER

Savvy operas revived with an authentic touch...intelligent fidelity to staging FINEST TIMES

What a triumph. What a delight. What an altogether exciting, exhilarating evening. Stupendous in every respect EASTERN DAILY PRESS

Routines laced with vigour and a winning charm INDEPENDENT

No Gilbert & Sullivan fan should miss this glorious Jolante DAILY EXPRESS

The audience received it with whistles and cheers OBSERVER

Savvy operas revived with an authentic touch...intelligent fidelity to staging FINEST TIMES

What a triumph. What a delight. What an altogether exciting, exhilarating evening. Stupendous in every respect EASTERN DAILY PRESS

Routines laced with vigour and a winning charm INDEPENDENT

No Gilbert & Sullivan fan should miss this glorious Jolante DAILY EXPRESS

The audience received it with whistles and cheers OBSERVER

Savvy operas revived with an authentic touch...intelligent fidelity to staging FINEST TIMES

"A production in the best D'Oyly Carte tradition DAILY TELEGRAPH

Undiminished fervour...warmly commended SUNDAY TIMES

The right balance...it only waits for the news to get around that Gilbert & Sullivan are in good hands again TIMES

What a triumph. What a delight. What an altogether exciting, exhilarating evening. Stupendous in every respect EASTERN DAILY PRESS

Routines laced with vigour and a winning charm INDEPENDENT

No Gilbert & Sullivan fan should miss this glorious Jolante DAILY EXPRESS

The audience received it with whistles and cheers OBSERVER

Savvy operas revived with an authentic touch...intelligent fidelity to staging FINEST TIMES

What a triumph. What a delight. What an altogether exciting, exhilarating evening. Stupendous in every respect EASTERN DAILY PRESS

Routines laced with vigour and a winning charm INDEPENDENT

No Gilbert & Sullivan fan should miss this glorious Jolante DAILY EXPRESS

The audience received it with whistles and cheers OBSERVER

Savvy operas revived with an authentic touch...intelligent fidelity to staging FINEST TIMES

What a triumph. What a delight. What an altogether exciting, exhilarating evening. Stupendous in every respect EASTERN DAILY PRESS

Routines laced with vigour and a winning charm INDEPENDENT

No Gilbert & Sullivan fan should miss this glorious Jolante DAILY EXPRESS

The audience received it with whistles and cheers OBSERVER

Savvy operas revived with an authentic touch...intelligent fidelity to staging FINEST TIMES

What a triumph. What a delight. What an altogether exciting, exhilarating evening. Stupendous in every respect EASTERN DAILY PRESS

Routines laced with vigour and a winning charm INDEPENDENT

No Gilbert & Sullivan fan should miss this glorious Jolante DAILY EXPRESS

The audience received it with whistles and cheers OBSERVER

Savvy operas revived with an authentic touch...intelligent fidelity to staging FINEST TIMES

What a triumph. What a delight. What an altogether exciting, exhilarating evening. Stupendous in every respect EASTERN DAILY PRESS

Routines laced with vigour and a winning charm INDEPENDENT

No Gilbert & Sullivan fan should miss this glorious Jolante DAILY EXPRESS

The audience received it with whistles and cheers OBSERVER

Savvy operas revived with an authentic touch...intelligent fidelity to staging FINEST TIMES

THE YEOMEN
OF THE GUARD

A dazzling production

Visually stunning...exciting SUNDAY GAZETTE

In the songs...the blending of tragedy with romance is beautifully captured TIMES

Trim, lively, clean textured...it does Sullivan proud 99 STANDARD

What a triumph. What a delight. What an altogether exciting, exhilarating evening. Stupendous in every respect EASTERN DAILY PRESS

Routines laced with vigour and a winning charm INDEPENDENT

No Gilbert & Sullivan fan should miss this glorious Jolante DAILY EXPRESS

The audience received it with whistles and cheers OBSERVER

Savvy operas revived with an authentic touch...intelligent fidelity to staging FINEST TIMES

What a triumph. What a delight. What an altogether exciting, exhilarating evening. Stupendous in every respect EASTERN DAILY PRESS

Routines laced with vigour and a winning charm INDEPENDENT

No Gilbert & Sullivan fan should miss this glorious Jolante DAILY EXPRESS

The audience received it with whistles and cheers OBSERVER

Savvy operas revived with an authentic touch...intelligent fidelity to staging FINEST TIMES

What a triumph. What a delight. What an altogether exciting, exhilarating evening. Stupendous in every respect EASTERN DAILY PRESS

Routines laced with vigour and a winning charm INDEPENDENT

No Gilbert & Sullivan fan should miss this glorious Jolante DAILY EXPRESS

The audience received it with whistles and cheers OBSERVER

Savvy operas revived with an authentic touch...intelligent fidelity to staging FINEST TIMES

LIMITED SEASON
MUST END SEPT 10
REDUCED PRICES MATINEES WED
AND SATS 4.10 TO 6.30 BOOK AT THE
SAME TIME FOR BOTH PRODUCTIONS
AT EVENING PERFS AND SATS

BOOK NOW 01-379 5299

AT THE ELEGANTLY REFURBISHED

CAMBRIDGE THEATRE

EARLHAM STREET LONDON WC2

SPONSORED BY
EM British
Midland
(Litham Street)

Your Porcelain — how
much is it worth?

Eric Knowles, head of Bonhams Ceramics department, offers a free valuation of your Staffordshire pottery, Minton tableware, Georgian drinking glasses, Wedgwood, Lustre or other ceramics, whether you want to sell or not. Just send him this coupon. Alternatively, bring it in for immediate appraisal.

Bonhams monthly Ceramics sales are extremely popular with collectors. Closing date for our September sale is 12th August. Brief Description of piece (include photo if you have one)

Any other information on origin, history or date of purchase?

Your Name

Address

Telephone

Do you require any other valuations?

☐ Jewellery ☐ Furniture ☐ Other (please specify)

☐ Silver ☐ Pictures

Send to Mr. Eric Knowles at the address below:

BONHAMS

KNIGHTSBRIDGE

Just across from Harrods

Phone 01-263 7000, 01-263 7001, 01-263 7002, 01-263 7003, 01-263 7004, 01-263 7005, 01-263 7006, 01-263 7007, 01-263 7008, 01-263 7009, 01-263 7010, 01-263 7011, 01-263 7012, 01-263 7013, 01-263 7014, 01-263 7015, 01-263 7016, 01-263 7017, 01-263 7018, 01-263 7019, 01-263 7020, 01-263 7021, 01-263 7022, 01-263 7023, 01-263 7024, 01-263 7025, 01-263 7026, 01-263 7027, 01-263 7028, 01-263 7029, 01-263 7030, 01-263 7031, 01-263 7032, 01-263 7033, 01-263 7034, 01-263 7035, 01-263 7036, 01-263 7037, 01-263 7038, 01-263 7039, 01-263 7040, 01-263 7041, 01-263 7042, 01-263 7043, 01-263 7044, 01-263 7045, 01-263 7046, 01-263 7047, 01-263 7048, 01-263 7049, 01-263 7050, 01-263 7051, 01-263 7052, 01-263 7053, 01-263 7054, 01-263 7055, 01-263 7056, 01-263 7057, 01-263 7058, 01-263 7059, 01-263 7060, 01-263 7061, 01-263 7062, 01-263 7063, 01-263 7064, 01-263 7065, 01-263 7066, 01-263 7067, 01-263 7068, 01-263 7069, 01-263 7070, 01-263 7071, 01-263 7072, 01-263 7073, 01-263 7074, 01-263 7075, 01-263 7076, 01-263 7077, 01-263 7078, 01-263 7079, 01-263 7080, 01-263 7081, 01-263 7082, 01-263 7083, 01-263 7084, 01-263 7085, 01-263 7086, 01-263 7087, 01-263 7088, 01-263 7089, 01-263 7090, 01-263 7091, 01-263 7092, 01-263 7093, 01-263 7094, 01-263 7095, 01-263 7096, 01-263 7097, 01-263 7098, 01-263 7099, 01-263 7100, 01-263 7101, 01-263 7102, 01-263 7103, 01-263 7104, 01-263 7105, 01-263 7106, 01-263 7107, 01-263 7108, 01-263 7109, 01-263 7110, 01-263 7111, 01-263 7112, 01-263 7113, 01-263 7114, 01-263 7115, 01-263 7116, 01-263 7117, 01-263 7118, 01-263 7119, 01-263 7120, 01-263 7121, 01-263 7122, 01-263 7123, 01-263 7124, 01-263 7125, 01-263 7126, 01-263 7127, 01-263 7128, 01-263 7129, 01-263 7130, 01-263 7131, 01-263 7132, 01-263 7133, 01-263 7134, 01-263 7135, 01-263 7136, 01-263 7137, 01-263 7138, 01-263 7139, 01-263 7140, 01-263 7141, 01-263 7142, 01-263 7143, 01-263 7144, 01-263 7145, 01-263 7146, 01-263 7147, 01-263 7148, 01-263 7149, 01-263 7150, 01-263 7151, 01-263 7152, 01-263 7153, 01-263 7154, 01-263 7155, 01-263 7156, 01-263 7157, 01-263 7158, 0

WEDNESDAY PAGE

Of Royals and royalties

Is Michael Bloch
a bounder or
a biographer?
Catherine Bennett
seeks an answer

At the time of the abdication of Edward VIII, Michael Bloch had yet to be born. He entered the world in 1954, just before the last letters collected in *The Secret File of the Duke of Windsor*, his fourth book on Edward and Mrs Simpson, were written. His only meeting with the couple finally came in the late Seventies, when Bloch was allowed to peer at the Duchess as she lay in bed, looking, he recalls, very agitated. The Duchess's hair was perfectly in order, he noticed, but she was helpless and unaware of her surroundings; in no condition to be introduced to the recently appointed chronicler of her love affair and marriage.

None the less, Bloch's shadowy, heavily furnished flat in London suggests a great intimacy with the Windsors. A photograph of Wallis, a dog in her arms, stands on one of his mahogany bookcases. There are more pictures of the couple overlooking Bloch's monumental four-poster bed, and, dominating the lot, a large oil painting of Maitre Suzanne Blum, the Windsors' lawyer. It was Maitre Blum who, at the age of 80, first decided that Michael Bloch, aged 24, should be allowed to turn the Windsor papers, of which she was custodian, into a book that would vindicate the couple.

Now members of the Windsors' staff — their former valet, maid and chauffeur — are claiming that the letters which form the guts of Bloch's fourth book on the couple should have been destroyed; that this had been the intention of both the Duke and Duchess. The maid, Maria Costa, has even claimed that private papers were removed from the Duchess's safe while the Duchess was in a helpless condition. Backed by such assertions, Mohammed Al-Fayed, who was assigned the Windsor's house by the City of Paris after the Duchess's death, says he intends to challenge the authority of Bloch and Maitre Blum to publish the letters.

"These allegations are grotesque," said Bloch, a tall young man, who yesterday had a hesitant, injured manner and an look of alarm on his large, pale face. "It simply isn't the case either that Maitre Blum was not instructed by the Duchess to publish this story with the aid of the documents, or that she ever took anything she wasn't supposed to." Bloch says he saw a letter, signed by the Duchess in 1975, which authorized Blum, or anybody authorized by her, to publish the papers made available in order to defend the memory of the Windsors and to reply to their critics. Where is it? "It's for Maitre Blum to reveal that document," Bloch said.

Well, who actually owns the letters? "It's none of your business," he said, later conceding that although the letters were "effectively"



Chronicler of a love affair and a marriage: Michael Bloch has published his fourth book on the Duke and Duchess of Windsor

in Maitre Blum's ownership, the "residual legacies" of the papers was the Pasture Institute. "They are very happy this book has been published because they get a large share of the royalties." Would it not be a splendid thing, Bloch mused, if a cure for AIDS were to be the final result of this book?

The motives of Al-Fayed are, in Bloch's opinion, a far less noble thing. He became very dark on this subject, frequently requesting that the tape recorder be switched off.

'Seedy worn-out hags? I thought it an extremely good phrase, very memorable'

lest his observations fall into the wrong hands.

"He's like a magpie," he said, "but I may add that he's a very litigious magpie... he's a man who has come from nowhere who has tried unsuccessfully to make people believe he is of aristocratic origins, and his policy is to try to wrap himself in the Union Jack and portray himself as a man who has come to be, in a curious way, the inheritor of a great story and a great tradition, and to portray himself as a philanthropist and benefactor who is beautifying Harrods and restoring

history and heritage." Bloch giggled.

He feels that his part in the publication of the Windsor letters, in which the couple reveal their unimpaired nicknames for others, display their obsession with the exalted status of post-abdication royalty, while about their lack of money and bitch about the "smug, stinking lot" of relations who refused to invite them both to tea, raises no moral questions whatever. Even if the letters were never intended for publication — and their frequently banal content and vulgarity hardly suggest that they were — Bloch considers this no reason not to publish. "Whenever one reads personal letters, if one is a person of sensitivity, one has a certain thrill of eavesdropping... anybody who writes a biography and is given access to private papers has this feeling; but if it were to constrain one, biographies would never be written at all."

In any case, Bloch considers the Windsor exchanges "beautiful letters, very touching love letters", which stray into literary achievements when the Duke describes his relatives as "a seedy worn out bunch of old hags".

"I thought it was an extremely good phrase," he said, lighting a small cigar. "Very memorable and full of verve, with well chosen adjectives. It shows the Duke had a literary sense."

In a letter to *The Times* earlier this month, an acquaintance of Bloch suggested that his book was fuelled by a "personal antipathy" towards

the Queen Mother, and quoted a letter in which the author had said that a "demonology of Queen Elizabeth" would be welcome news.

"I'm a deeply loyal subject," Bloch insisted. "I greatly admire the Queen; she must have been in such a difficult position with the Windsors..." As for the Queen Mother, whom the Windsors nicknamed "Cookie", Bloch maintains that this was a term of affection. It was her husband whom they considered a "hollow man", Bloch said, lightly

'They are beautiful letters, very touching love letters which stray into literary achievement'

adding that "the Windsors believed that the Queen Mother may have to some extent been the architect of their misfortunes".

With Philip Zeigler's official biography of Edward VIII due to appear soon, Bloch is untroubled that his is a partial view of the Windsor story, informed by his own belief that they were "abominably treated". Given his curious, passionate feelings about Maitre Blum, caretaker of the Windsor reputation, it could hardly have been anything else.

He met her when he was a Cambridge law graduate, research-

ing, simultaneously, a PhD on international affairs and a biography of Philip Guedalla, a writer of the Thirties. In the course of examining Guedalla's papers, he discovered some "fascinating" missives from the Duke of Windsor, and went to Paris to ask Blum's permission to publish.

"I fell madly in love with her from the moment I saw her," Bloch said. "I thought she was the most beautiful person I'd ever seen. She had amazing bone structure, incredible eyes..." Blum appears to have reciprocated some of this warmth, and after some visits and correspondence, Bloch, who had just been called to the Bar, became a pupil in her chambers. In September 1979 she invited him to write a book based on the Windsor papers and Bloch accepted. "What person in my position would not?"

For some time Bloch stayed in Paris, making scores of visits to the Duchess's house, and working for Blum, whom he thinks developed a maternal affection for him.

Bloch's next book will be on Ribbentrop, Hitler's ambassador to the Court of St James and author of a German plot to gain control of the Duke of Windsor. On the Windsor's own existence after *The Secret File* ends, he considers there is not much more to be said. But his friendship with Maitre Blum, now 90, will not allow him to drop the subject entirely. "I love her, I really love her," he said. "The idea of life without her is killing."

© Times Newspapers Ltd 1988

FIRST PERSON

Lynn Bushell

Opening the door to equality

Personally, I never wanted to be a miner, but I did not have time to explain this to the man who slammed the door in my face as we came out of a restaurant.

I should have got the message as he pushed past my table. The look in his eye said it all: "You asked for equality, by God you'll get it."

But men do not slam doors in each other's faces. I would not have minded being treated like a man. What I objected to was being treated like a woman masquerading as a man. I do have some standards.

"The trouble with women," a male friend of mine explained recently, with that complacent smile that goes with trying to impart truth to those incapable of absorbing it, "is that they want to be treated like women when they want to be women, and men when they want to be men."

I see no difficulty here. The fact that I do the same job as he (though, being a woman, I like to feel I do it better) does not preclude him from opening the door for me as we walk out of the pub. Nor does it preclude me from saying "thank you".

This is the nub of it. On the few occasions recently when a man has given up his seat on a bus for me (I like to think this is not just homage to the elderly), I have noticed the terrified pause, as politeness battles with self-preservation. What worries him is that I might turn round and say: "No thanks."

It seems a pity that feminism has become synonymous with bad manners. Women are to blame for this confusion. I have sat beside men in cars on some 30 occasions when they have stopped to let another car through. "Women never say thank you," one of the men said to me, peremptorily, on the first occasion.

I find this kind of blanket dismissal of an entire sex rather irritating, so on the 29 subsequent occasions, I was on the look-out for a flaw in the argument; but I have to say he was right. The women, having squeezed their bonnet in between us and the open road, roared off without so much as a nod.

The trouble with all revolutions, I suppose, is that you have to go to the other extreme before you find the middle. We have reached the stage now of having rushed across the room and bounced off the opposite wall. We are suffering simultaneously from bruising and exhilaration. We made it, but it hurt.

At the beginning, you do not count the casualties. At the end, there is not much else to do. We have got most of what we asked for and a few of us have got what we deserved. There is still a small section of the population that liberation by-passed and a few battle zones where a scrap takes place, but some of us, I suspect, have gone on firing rounds of ammunition into the air long after the ground we fought for was already won.

There is still the occasional sticking point, of course. At a recent dinner-party I was engaged when the host suggested the gentleman retire to another room for port and cigars. Port and cigars? What kind of place was this?

Later, I asked my companion what they had talked about.

"The disintegration of the earth's crust," he said. The host was a professor of geology.

In their absence, I had had a fascinating conversation with the hostess, who was researching a book on female poisoners, and another woman who had been Barbara Hutton's private secretary. The only thing I had missed out on was the port and apparently there was not much of that. Still, it would have been nice to have had the choice.

No, we do not want to be men; we do not even particularly want to be treated like men and we certainly do not want to be treated like women pretending to be men. What we want is a relaxing of the pass-port controls on the border.

"You can have anything you want in life," an Indian philosopher once said, "as long as you are prepared to take what goes with it."

This is a mistake. The women who drove across my friend's path without acknowledgement have established their independence not only from the other sex, but from the rules of common courtesy. The result, eventually, will be that they will find themselves stuck in a side road while the mainstream of the traffic roars on past them.



Gold

MULTIYORK'S SUMMER SALE.

SUPERB SALE OFFERS ON UPHOLSTERY AND ON THE FINEST LUXURY BEDS.

Sofas, Sofa Beds and Armchairs, with back heights, seat depths and cushion fillings to suit you. Traditionally made upholstery using natural fibres, steel coil springs and beech frames.

Our luxury beds are hand built using micro-pocketed springs and natural fibres with a choice of soft, medium or firm support. Ideal for partners with weight differences and back sufferers.

ITEM	PRICE	ADDITIONAL COSTS
ARMCHAIR	£ 540	£174
EX. LARGE ARMCHAIR	£ 615	£186
SMALL SOFA	£ 777	£224
MEDIUM SOFA	£ 928	£276
LARGE SOFA	£1011	£310
EX. LARGE SOFA	£1170	£348
TECHNICAL	£ 162	£ 38

THE SUPPORT RANGE PRICED EXAMPLES ARE IN SELECTED COUNTRY PLANS AT £115 PER METRE.

CHOOSE FROM 8000 FABRICS. SAVE ON SUMMER SALE SPECIAL OFFERS. SAVE 25% ON OUR TOP 400 FABRICS.

MULTIYORK
Handmade by Craftsmen

LONDON: 25-26 TAVELOR PLACE, W1V 7LJ (01-498 2200) • BROMFORD: 90-91 PRINCE OF WALES ROAD (0800 825898)
LONDON: 309 GREEN LANE, LONDON GREEN, N13 (01-498 7534) • CAMBRIDGE: 1 MILTON ROAD (0223 33463)
LONDON: POOLY RD, WILLS, SWISS COTT, MEY TO BODDYS (01-722 7200) GLOUCESTER: 1 VILLA ROAD, SPANISH (0206 43007)
LONDON: 66-68 CHURCH STREET (0203 38390) • LONDON: 100-102 HIGH ROAD (01-592 4123)
WIDEN: 66-68 CHURCH STREET (0203 38390) • ST ALBANS: 16 CHRISTOPHER PLACE (0727 38586)
BIRMINGHAM: HIGH STREET, BEYOND HARTLEY (01-494 2200) • ST ALBANS: 16 CHRISTOPHER PLACE (0727 38586)
BIRMINGHAM: HIGH STREET, BEYOND HARTLEY (01-494 2200) • ST ALBANS: 16 CHRISTOPHER PLACE (0727 38586)

OPEN 7 DAYS A WEEK 10-6/SUNDAY 10-5/VEENING ONLY/7-11 EAST PARKING/12 MONTHS INTEREST FREE CREDIT SCHEME.

BRIEFLY

A round-up of news, views and information

Mother's help

An adventurous family should be able to more than recoup the £150 cost of buying Capital Radio's *London for Kids*, published this week, thanks to discount vouchers for attractions as diverse as the London Dungeon, the Theatre Museum in Covent Garden, and the Woburn Safari and Leisure Park.

There are more than £10 worth of vouchers, offering between 50p and £1 off entrance fees, or free admission to a child, but the guide also gives good value by listing details, telephone numbers and opening hours of most of the major tourist spots in and around London. The activities described include canal boat cruises and pony rides in Epping Forest.

The guide is available from W.H. Smith and other newsagents "up about as far as Birmingham", Capital says. A second issue is already planned for Christmas.

Fresh face

Image consultants have been getting worried about their image. Petty bickering between those who believe that people can be colour-coded by seasons and those who think image is individual was causing the newest profession to look unprofessional. So this month about 80 members of the Image Consultants in America, the East Coast American Federation of Fashion and Image Consultants has been co-existing for some

years now in supposed harmony with a West Coast Federation of Image Consultants and PIM — Personal Image Makers. Dr Alyce Klusman, president of the AFIC, chaired the inaugural meeting of the London group and was made its patron and honorary affiliate. The president is Irene Nathan, a St Albans consultant who, with her friend Marilyn Young, came up with the bright idea.

It will now be a question of waiting to see whether the blue FIC symbol appears on hairdressers, "wardrobe consultants" and colour analysis establishments. It is supposed to be your guarantee of quality in a field previously judged on appearances.

Quote me

"What do you do when they go? Drink? Have affairs? I am extremely glad I have my work but I'm also very glad I worked things so that I had time for the kids while they were there."

Joan Bakewell

Reproduction silver from National Trust houses, made by the Marquess of Bute's company Recollections Ltd, is now available from the National Trust Postal Shopping Service. A £500 silver-gilt chamber candlestick and £230 silver christening mug can be obtained from the Trust at PO Box 101, Melksham, Wiltshire, SN12 8EA, or from Recollections Ltd (01-222 9898).

Heavy metal

Reproduction silver from National Trust houses, made by the Marquess of Bute's company Recollections Ltd, is now available from the National Trust Postal Shopping Service. A £500 silver-gilt chamber candlestick and £230 silver christening mug can be obtained from the Trust at PO Box 101, Melksham, Wiltshire, SN12 8EA, or from Recollections Ltd (01-222 9898).

Victoria McKee

THE ENTERTAINMENT CORPORATION presents DIRECT FROM THE USSR

THE KIROV BALLET

TWO BALLET SPECTACULARS

including
LA BAYADERE ACT 3 SLEEPING BEAUTY ACT 3 LES SYLPHIDES PAQUITA

August 1—August 6

UNTIL SATURDAY
GSTHE-CONRHEM
01-836 3161
01-240 5258 cc

24 HR CREDIT CARD SERVICE
FIRST CALL
01-836 1226
01-836 3464

Box Office:
BUSINESS DESIGN CENTRE,
Upper St., Islington, NI,
THE THEATRE MUSEUM,
Russell St, Covent Garden.

LONDON'S NEW BALLET THEATRE
BUSINESS DESIGN CENTRE-ISLINGTON
near Sadler's Wells Theatre

INFORMATION SERVICE

Classics from the street

Talking with artist Tim Rollins and his K.O.S. (Kids of Survival), who are having their first solo exhibition in Britain, is a refreshing reminder of community art's capacity to overcome elitism. For eight years Rollins has been teaching youths with learning problems from the South Bronx. His collaborations with them on huge paintings inspired by classic literature are now chic among collectors, including the Museum of Modern Art in New York, which has recently purchased one based on Kafka's *America*. The image of Mrs Thatcher as a goose (right) is from a series of pictures about political leaders and power. Mildly satirical portraits are painted over pages of Orwell's *Animal Farm*. As Rollins explains: "We don't illustrate the text. We use it as a springboard for our own ideas. Making an image like this is the nearest we are going to get to Mrs Thatcher. It's our way of having a voice." George Garcia, who is 16 and painted the goose's body, elaborates: "If you get offended then that's the way you feel about it. Other people laugh and think it's funny." An exhibition of paintings by Tim Rollins and K.O.S. starts today at Riverside Studios, Crisp Road, Hammersmith, London W6 (01-741 2251), daily noon-11pm, free, until August 21.



Mrs Thatcher as a goose: in a series about political figures and power

David Lee

This selective guide to entertainment and events throughout Britain appears from Monday to Friday, followed in the Saturday section by a preview of the week ahead. Items for inclusion should be sent to The Times Information Service, PO Box 7, 1 Virginia Street, London E1 9XN

BOOKING KEY
★ Seats available
★ Returns only
(D) Access for disabled

THEATRE
LONDON

★ **ARTIST DESCENDING**: Visual, aural and erotic misadventure in stage version of Stoppard's ingenious radio play. King's Head Theatre, 115 Upper Street N1 (01-226 1916). Tube: Angel/Highbury & Islington. Previews from July 26, 8-9.30. Press night Aug 2, 7.30-8.50. Then Tues-Sun, 8-10.30. Mates Sat 8.30-10.30. Sun 3-4.20pm. Tues-Fri 8.30-10.30. Sun 3-4.20pm. Tues-Fri 8.30-10.30. Sun 3-4.20pm.

★ **BALZAC'S GORIO**: Adaptation of the great bulging novel that delves into the underside of a society on the make. Lyric Theatre, King Street, W1 (01-741 2311). Tube: Hammersmith. Previews from July 26 and 27, 8-10.15. Press night July 28, 7.30-9.15. Then Mon-Sat 8-10.15, until Aug 6, 8.50.

★ **BLOOD BROTHERS**: Return of Willy Russell's Best Musical of 1983, with Kulu Dae as the mother of twins who gives one away and lives to regret it. Lyric Theatre, King Street, W1 (01-741 2311). Tube: Hammersmith. Previews from July 26, 7.45-10.45pm. Press night July 27, 7.45-10.45pm. Then Mon-Sat 7.45-10.45pm, previews Thurs 5-9pm and Sun 3-4.20pm. Tues-Fri 8.30-10.30. Sun 3-4.20pm.

★ **A BRIGHT ROOM CALLED DAY**: Series of new American plays opens with Tony Kushner's strong political piece set in pre-Watergate Berlin, with Kika Markham and Frank Grimes. Bush Theatre, Shepherd's Bush Green, W12 (01-743 3888). Tube: Shepherd's Bush. Tues-Sun 8pm, 8.30pm.

★ **BUSMAN'S HONEYMOON**: Dorothy Sayers's own adaptation of her thriller, with husband and wife team Edward Petherbridge and Emily Richard as the newly married Lord and Lady Peter Wimsey. Lyric Theatre, King Street W1 (01-741 2311). Tube: Hammersmith. Mon-Sat 7.45pm, mat Wed 2.30pm and Sat 2.30pm. Previews 8pm.

★ **THE COMMON PURSUIT**: New cast takes over leading roles in Simon Gray's play tracing the fortunes of underdogged friends. Last week. Phoenix Theatre, Chancery Lane, WC2 (01-836 2294). Tube: Tottenham Court Road. Mon-Thurs 8-10.15pm, Fri and Sat 8.45-11pm, mat Fri and Sat 6-8.15pm. Previews 8pm.

★ **DANGEROUS OBSESSION**: Betman-average revenge thriller. Politically smiling Dinsdale Landragh drags Jeremy Bulloch and Hilary Tindall over the coals. Fortune Theatre, Russell Street WC2 (01-836 2298). Tube: Covent Garden. Mon-Fri 8-10.05pm, Sat 8.30-10.35pm, mat Wed 5-9.15pm and Sat 5.30-7.35pm. Previews 8pm.

★ **DRIVING MISS DAISY**: Wendy Hiller. Barry Foster. Clarke Peters in this year's Pulitzer prizewinner, the relationship between an elderly Jewess and her black chauffeur. Fragile material but fine acting.

WORD-WATCHING

Answers from page 18

EUPHEMISTIC

(c) Interpreting myth as history, an euphemistic word from Euphemism, the Hellenistic mythographer who wrote an influential travel novel that survives only in fragments and references. "A mystery of euphemistic proportions."

SPIRITITUDE

(a) Thickness, from the Latin spiritus solidus: "The great strength of their native light, forming the resemblance of a body, which it is nothing else but the spiritus of their rays."

TURBONIAN

(d) Geological jargon for a subdivision of the Cretaceous period, answering to what English geologists call the period of Lower White Chalk without flints.

BODACIOUS

(b) A portmanteau word composed from bold and audacious, complex, thorough, ardent: "She's so bodacious unresistant when she's raised."

★ **EXCLUSIVE YARNS**: Soap opera, set in a wool shop, gets in a tangle with real life: new comedy with Pam Ferris. Apollo Theatre, Shaftesbury Avenue, W1 (01-437 2653). Tube: Piccadilly Circus. Mon-Sat 8-9.30pm, mat Sat 5-6.30pm. 55-514.

★ **LETITIA AND LOVAGE**: Maggie Smith and Margaret Tuckey wage a sassy war against the modern world in Peter Shaffer's new comedy. Apollo Theatre, Shaftesbury Avenue, W1 (01-437 2653). Tube: Piccadilly Circus. Mon-Sat 8-9.30pm, mat Sat 5-6.30pm. 55-514.

OUT OF TOWN

BATH: ★ **The Admirable Crichton**: Rex Harrison (60 this year) back on stage again to play Lord Crichton, with Edward Fox as the unflappable butler. London-bound. Theatre Royal, Sawclose (0225 65065). Mon-Wed 7.30pm, Thurs-Sat 8pm, mat Wed and Sat 2.30pm. 58-513.

EDINBURGH: ★ **Mary Rose**: Susan Nisbet as the young wife magically spirited away in Barne's touching play. Royal Lyceum Theatre, Grindlay Street (01-225 9697). Mon-Sat 7.45, 10.25-10.45pm. Previews from July 26, 7.45-10.45pm. Then Mon-Sat 7.45-10.45pm, mat Thurs 5-9pm and Sun 3-4.20pm. Tues-Fri 8.30-10.30. Sun 3-4.20pm.

LIVERPOOL: ★ **Be Bop a Lula**: New rock musical based on the Gene Vincent/Eddie Cochran tour of 1960. Playhouse, Williamson Square (0151 709 8050). Mon-Sat 7.30pm, 10.30pm. 58-513.

STRATFORD: ★ **The Tempest**: John Wood makes a welcome return to the RSC to play Prospero in Nicholas Hytner's new production. Swan Theatre, Swan Lane, Stratford-upon-Avon (01927 55623).

WINDSOR: ★ **The Girl Friend**: Maxine Audley, Hugh Lloyd, Patrick Mower in revival of joyous Rogers/Hart musical. Theatre Royal, Thames Street (01753 83580). Mon-Sat 8pm, mat Thurs 2.30pm and Sat 4.45pm. 54-516.

DARK EYES (PG): Soviet director Nikita Mikhalkov's superb adaptation of Chukovsky. Filmed in Italy starring Marcello Mastroianni, with Silvana Mangano and Marthe Keller (117 min). Curzon Mayfair (01-499 3737). Progs 1.15, 3.30, 5.50, 8.30.

★ **DEADLY PURSUIT** (PG): Sidney Poitier returns to the screen after a decade's absence as an FBI veteran teamed with a backwoodsman in the pursuit of a murderous villain (110 min). Curzon Mayfair (01-499 3737). Progs 2.45, 5.30, 8.25. Cannon Chelsea (01-352 5096). Progs 2.00, 4.05, 6.45, 9.30.

★ **MY GIRLFRIEND'S BOYFRIEND** (PG): The last in Eric Rohmer's series of "Comedies and Provocative" - an ironic story of romance and confusion among young, talkative people, set in a Paris suburb (102 min). Camden Plaza (01-485 2443). Progs 2.10, 4.20, 6.35, 8.50.

★ **CHERNOBYL** (PG): (1-351 3742). Progs 2.10, 4.20, 6.35, 8.50.

★ **HAIRSPRAY** (PG): Nutty comedy from director John Waters. America's high priest of bad taste, poking fun at the social habits of Baltimore teenagers in 1962 (88 min). Camden Plaza (01-485 2443). Progs 1.35, 3.35, 5.35, 7.35, 9.40.

★ **CANNON** (PG): (01-539 1527). Progs 2.20, 4.25, 6.30, 8.35.

★ **SCREEN ON THE GREEN** (01-232 3620). Progs 2.20, 5.10, 7.10, 9.10.

★ **THE LAST EMPEROR** (15): Bialystok's gorgeous photographed epic tells the extraordinary story of Pui Yi, China's last imperial ruler, who lived to become a model Communist citizen (162 min). Cannon Shaftesbury Avenue (01-836 8661). Progs 2.30, 7.30.

★ **OLD KENNELMANTON** (01-602 6644). Progs 2.00, 7.30.

FILMS

★ Also on national release
★ Advance booking possible

★ **A BOUT DE SOUFFLE** (15): Revival of Godard's influential first feature from 1960 - a city-hand tale of a thief (Jean-Paul Belmondo) and an American student in Paris (Jean Seberg). Everyman (01-435 1525). Progs 3.00, 5.35, 8.20.

★ **DARK EYES** (PG): Soviet director Nikita Mikhalkov's superb adaptation of Chukovsky. Filmed in Italy starring Marcello Mastroianni, with Silvana Mangano and Marthe Keller (117 min). Curzon Mayfair (01-499 3737). Progs 1.15, 3.30, 5.50, 8.30.

★ **DEADLY PURSUIT** (PG): Sidney Poitier returns to the screen after a decade's absence as an FBI veteran teamed with a backwoodsman in the pursuit of a murderous villain (110 min). Curzon Mayfair (01-499 3737). Progs 2.45, 5.30, 8.25.

★ **MY GIRLFRIEND'S BOYFRIEND** (PG): The last in Eric Rohmer's series of "Comedies and Provocative" - an ironic story of romance and confusion among young, talkative people, set in a Paris suburb (102 min). Camden Plaza (01-485 2443). Progs 2.10, 4.20, 6.35, 8.50.

★ **CHERNOBYL** (PG): (1-351 3742). Progs 2.10, 4.20, 6.35, 8.50.

★ **HAIRSPRAY** (PG): Nutty comedy from director John Waters. America's high priest of bad taste, poking fun at the social habits of Baltimore teenagers in 1962 (88 min). Camden Plaza (01-485 2443). Progs 1.35, 3.35, 5.35, 7.35, 9.40.

★ **CANNON** (PG): (01-539 1527). Progs 2.20, 4.25, 6.30, 8.35.

★ **SCREEN ON THE GREEN** (01-232 3620). Progs 2.20, 5.10, 7.10, 9.10.

★ **THE LAST EMPEROR** (15): Bialystok's gorgeous photographed epic tells the extraordinary story of Pui Yi, China's last imperial ruler, who lived to become a model Communist citizen (162 min). Cannon Shaftesbury Avenue (01-836 8661). Progs 2.30, 7.30.

★ **OLD KENNELMANTON** (01-602 6644). Progs 2.00, 7.30.

David Lee

★ **MOONSTRUCK** (PG): Should Cher play it safe and marry Danny Aiello, or follow her heart and go for his brother, Nicholas Cage? The Best Actress award at the Berlin Film Festival and the Best Actress Oscar (102 min). Plaza (01-437 1234). Progs 12.30, 2.45, 5.00, 7.15, 9.30.

★ **POLICE ACADEMY V** (PG): More journey antics from the PG police squad, starring Bubba Smith, David Graf and Michael Winslow. Cannon Baywater (01-229 4149). Progs 1.45, 3.55, 6.15, 8.30, 10.45. 58-513.

★ **THROW MOMMA FROM THE TRAIN** (15): Delightfully jaunty black comedy, with Danny DeVito as a dim-witted adult student who proposes a marriage deal with his frustrated teacher (Billy Crystal). DeVito also directs (88 min). Odeon Leicester Square (01-930 6111). Progs 1.40, 4.00, 6.20, 8.40, 10.55. 58-513.

★ **WALL STREET** (15): Oliver Stone's intense study of greed and stock market manipulation. Michael Douglas won an Oscar as the amoral wheeler-dealer; Charlie Sheen co-stars as his naive protégé (126 min). Cannon Piccadilly (01-437 3561). Progs 2.30, 5.15, 8.00.

★ **WINGS OF DESIRE** (15): Wim Wenders's epic of two angels watching over the citizens of Berlin (127 min). St. Giles (01-727 4043). Progs 1.00, 3.25, 6.00, 8.45. 58-513.

★ **CONCERTS**

LUNCHTIME

★ **TELEMANIA** (PG): Conducted by Peter Leacock, the Lescapoli Ensemble perform Telemann's *Klein Violoncello* in written Flageolet cantata, followed by an E minor Handel flute sonata. St Anne and St Agnes's, Gresham St. London EC2 (01-373 5566). 1.10-1.50pm, free.

★ **HALTON'S HALF-HOUR**: The pianist Glenn Halton plays a "Midnight" recital of Liszt's *Etex* Variations, Chopin's E minor Nocturne and Barcarolle. St Martin-in-the-Fields, Ludgate Hill, London EC4 (01-246 6054). 1.15-1.45pm, free.

EVENING

★ **NEW MATTHEWS**: Roger Norrington conducts the Bournemouth Sinfonietta in the world premiere of David Matthews's *Canzona*. Fore and aft: Mozart's *Symphony No 35* (officer) and Richard Strauss's *Bourgeois Gentleman* Suite. Albert Hall, Kensington, London SW7 (01-872 8212, cc 01-379 4444). 7.30pm, 23-210.

★ **EXCLUSIVE YARNS**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **DRIVING MISS DAISY**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **APOLLO VICTORIA**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **STARLIGHT EXPRESS**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **ARTS 5**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **TEACHERS**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **BARBICAN THEATRE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE PIT**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **REVENGE OF THE THREE MUSKETEERS**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE YOUNG MAN OF THE GUARD**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **CRISTOFORO COLOMBI**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

David Lee

★ **STUDENTS' END**: In the last concert of the National Festival of Student Music, the Walsley Trio plays Shostakovich's Piano Trio Op 107, Sally Ann Evans performs Poulenc's Flute Sonata, and the Royal College of Music Students' Chamber Ensemble, conducted by Kenneth Hall, plays Constant Lambert's Piano Concerto, with Andrew Harris as soloist. St John's, Smith Square, London SW1 (01-222 1061). 7.30pm, 22.50, 24.50.

★ **MAUCERI MUSIC**: In the presence of the Prince of Wales, John Mauceri conducts the RPO in Mozart's *Symphony No 39* and Richard Strauss's *Don Juan*. Then Dame Kiri Te Kanawa sings Mozart's *Serenade* songs. Barbican Centre, Silk St, London EC2 (01-638 8801). 8-10pm, 27.50-225.

★ **WINGS OF DESIRE** (15): Wim Wenders's epic of two angels watching over the citizens of Berlin (127 min). St. Giles (01-727 4043). Progs 1.00, 3.25, 6.00, 8.45. 58-513.

★ **CONCERTS**

LUNCHTIME

★ **TELEMANIA** (PG): Conducted by Peter Leacock, the Lescapoli Ensemble perform Telemann's *Klein Violoncello* in written Flageolet cantata, followed by an E minor Handel flute sonata. St Anne and St Agnes's, Gresham St. London EC2 (01-373 5566). 1.10-1.50pm, free.

★ **HALTON'S HALF-HOUR**: The pianist Glenn Halton plays a "Midnight" recital of Liszt's *Etex* Variations, Chopin's E minor Nocturne and Barcarolle. St Martin-in-the-Fields, Ludgate Hill, London EC4 (01-246 6054). 1.15-1.45pm, free.

EVENING

★ **NEW MATTHEWS**: Roger Norrington conducts the Bournemouth Sinfonietta in the world premiere of David Matthews's *Canzona*. Fore and aft: Mozart's *Symphony No 35* (officer) and Richard Strauss's *Bourgeois Gentleman* Suite. Albert Hall, Kensington, London SW7 (01-872 8212, cc 01-379 4444). 7.30pm, 23-210.

★ **EXCLUSIVE YARNS**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **DRIVING MISS DAISY**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **APOLLO VICTORIA**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **STARLIGHT EXPRESS**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **ARTS 5**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **TEACHERS**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **BARBICAN THEATRE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE PIT**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **REVENGE OF THE THREE MUSKETEERS**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE YOUNG MAN OF THE GUARD**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **CRISTOFORO COLOMBI**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

★ **THE THEATRE OF THE FUTURE**: Mon-Thurs 8pm, Fri 8.30pm, Sat 9.30pm. 55-514.

MARKETS	THE POUND
FT 30 Share 1473.0 (-1.1)	US dollar 1.7135 (-0.0185)
FT-SE 100 1637.7 (-0.8)	W German mark 3.1871 (-0.0050)
USM (Datastream) 166.74 (+0.32)	Trade-weighted 76.2 (-0.4)

THE TIMES

WEDNESDAY JULY 27 1988

PART 2

BUSINESS AND FINANCE 19-24
MEDIA & MARKETING 26,27
SPORT 36-40

Executive Editor
David Brewerton

Dollar is spurred to DM1.86

The dollar surged yesterday on new figures pointing to strong US economic growth, as the pound suffered from nerves about today's trade figures.

The US currency rose by nearly two pence to DM1.86 in spite of intervention to restrain it, some of it by the Federal Reserve Bank of New York. The pound fell by 1.8 cents to \$1.7135.

The pound also slipped against the mark, dropping half a pence to DM3.1871 and the sterling index closed 0.2 points lower at 76.2.

Merger off

The merger between JA Devenish, the West Country brewer and LandLeisure, the vehicle of Mr Peter de Savary, the yachting tycoon, is off, both parties announced.

De Savary challenge, page 21

Farmers reacts

Farmers Group, the Los Angeles-based insurance company fighting an unwanted bid from BAT's US arm, Batus, says it will "promptly" file a response to the recommendation of the Ohio Hearing Officer made public at the weekend to conditionally approve Batus's application to assume control of Farmers.

STOCK MARKETS

New York	2073.97 (+2.14)
Tokyo	14730.00 (+120.23)
Hong Kong	2655.02 (+8.21)
Amsterdam Gen	273.8 (+4.0)
Sydney 20	1618.5 (-10.9)
Frankfurt	1468.4 (+20.6)
Brussels	4893.3 (+26.8)
Paris CAC	2133.1 (+1.5)
Zurich S&K Gen	456.8 (-2.5)
London:	
FT-A All-Share	958.20 (+0.21)
FT-100	1045.88 (+1.3)
FT-Gold Mines	213.3 (-1.5)
FT-Fixed Interest	97.40 (-0.94)
FT-Govt Secs	97.80 (-0.12)
Recent issues	Page 21
Closing prices	Page 22

MAIN PRICE CHANGES

RISER:	
UK Land	775p (+0.7)
DRG	484p (+1.7)
CASE Group	122p (+2.9)
Rubertoid	255p (+3.0)
Trent	348p (+1.3)
High Point	340p (+1.0)
Admiral Comp	134p (+1.2)
Sutcliffe Speck	131p (+1.1)
Isacoff Johnson	159p (+1.5)
Bulwagh	477p (+1.0)
M Clair	570p (+1.8)
Haywood Williams	304p (+1.0)
FALLS:	
Schroders	825p (-2.5)
SA Breweries	312p (-1.0)
Logica	367p (-1.5)
BPF	515p (-1.5)
LandLeisure	420p (-1.5)
Volex	335p (-1.0)
Comet	380p (-1.0)
Rangers	515p (-1.0)
Closing prices	
Bargains	227p

INTEREST RATES

London Bank Base:	10%
3-month interbank:	10% to 10.5%
3-month eligible bills:	10% to 10.5%
buying rate	
US Prime Rate:	9%
Federal Funds:	7 1/8%
3-month Treasury Bill:	6.88-6.87%
30-year bonds:	8 1/4-8 3/4%

CURRENCIES

London:	New York:
£ \$1.7135	\$ £1.7145
£ DM3.1871	DM £3.1871
£ Sfr 2.0449	Sfr £2.0449
£ FF10.7436	FF £10.7436
£ Yen227.04	Yen £227.04
£ Index: 76.2	Index: 76.2
ECU 20.653611	SDR 20.758329

GOLD

London Fixing:	AM \$430.15 pm \$431.20
close:	\$431.25-431.75 (\$252.00-252.50)
New York:	
Comex:	\$433.10-433.60

NORTH SEA OIL

Brent (Sept) pm \$15.30 (\$15.58)
Denotes latest trading price

THE TIMES STOCK WATCH

0898 141 141

- Market news on Stockwatch yesterday included: Sutcliffe Speakman (01046) lifted 11p on final; interim losses pushed Habit Precision Engineering (01444) down 3p; a rival bid saw Case Group (01111) 29p better; Admiral Computing (05082) rose 7p on speculative demand.
- Recent additions include: Eurocorp 03177; Jackson Group 03185; Needler Group 03194; John Tams 03195; Sarwa Bank 07227; Hysan Development 07229.
- Calls charged 5p for 8 seconds peak, 12 seconds off peak inc. VAT.

Banks attack SIB fund for compensation

By Vivien Goldsmith, Family Money Editor

The compensation fund unveiled yesterday to cushion investors against the collapse of investment firms was immediately attacked by banks and the Consumers' Association.

The scheme was criticized for excluding building societies, insurance companies and firms with only interim authorization under the Financial Services Act.

The final plan, which comes into operation on August 27, closely follows the draft scheme and has not been modified to meet criticisms from consumer groups and the member firms which will have to pay the compensation.

Mr David Walker, chairman of the Securities and Investment Board, hailed it as "a new deal for the private investor" but admitted the scheme was rough and ready and he had been resistant to concessions. The scheme will be reviewed after 18 months.

Lord Boardman, chairman of National Westminster, Britain's biggest bank, said the rules were unfair and anti-competitive.

Sir Jeremy Morse, chairman of Lloyds Bank, complained of the exemptions for building societies and insurance companies.

"They are a most unfortunate departure from the concept of the level playing field," he said.

The clearing banks are to complain to the Office of Fair Trading about the scheme. The principle objections they will voice are that their main competitors will not be caught in the compensation net, and the unfairness of cross-subsidization.

Lord Boardman said it was unacceptable that the scheme required member firms to contribute according to their size rather than the riskiness of their investments.

"I do not like the principle of the strong and good institutions bailing out the weak and less good," he said.

Building societies, in particular, were increasingly competing with the banks in traditional banking markets, yet they would contribute to a voluntary scheme, said Lord Boardman.

The Consumers' Association is worried that investors will get no more than £48,000 compensation — 100 per cent of the first £48,000 lost and 90 per cent of the next £20,000. It wanted the limit to be set at £100,000. It was also concerned that an annual limit on total payouts of £100 million is to be set, with the management company that will run the fund scaling down payments in years when there are heavy claims.

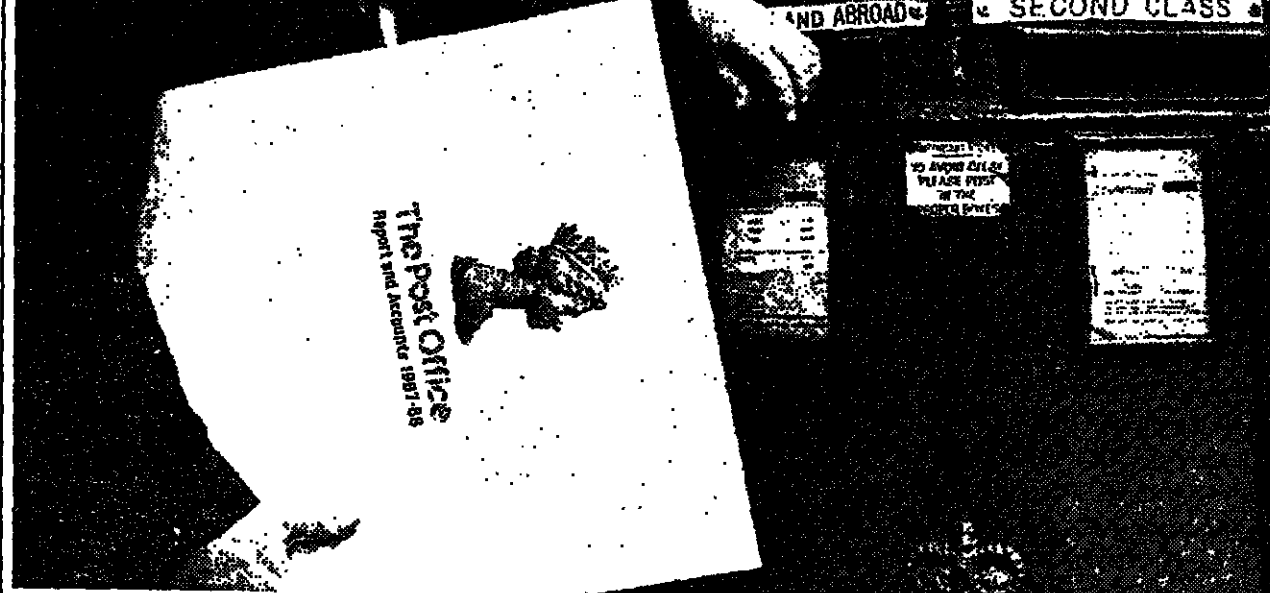
There is no appeals mechanism for aggrieved investors to challenge the decisions of the management company, chaired by Mr Eddie Ray, a member of SIB and a former senior partner of accountants Spicer and Oppenheim.

The Consumers' Association is also disappointed that firms with interim authorization will be excluded. Of the 36,000 firms that have applied for authorization under the Financial Services Act, 34,000 have now been authorized.

Mr Walker said it would be "inappropriate and unhelpful to have a cut-off date for interim authorization" because the self-regulating organizations (SROs) might not be able to complete full authorization in time. Thus it was up to investors to use their own judgement in dealing with interim authorized firms.

Those subject to the levy — there is no stand-by fund as such, but an arrangement with a group of banks to draw down the sums needed — also objected to several proposals.

The surge in letter volumes — 30 per cent over five years — has helped to create 18,000 new Post Office jobs over the past two years, with the prospect of a further 22,000 over the next five if growth continues as expected.



Posting a profits rise: Sir Bryan Nicholson, the chairman of the Post Office, yesterday (Photograph: Bryn Colton)

Post Office delivers £212.2m

By Derek Harris, Industrial Editor

Post Office pre-tax profits soared by a quarter, to £212.2 million, in the year to last March, as trading volumes rose and productivity improved to yield further cuts in unit costs. The number of letters handled by the Royal Mail increased by more than a billion, or 7.8 per cent, the biggest-ever growth.

The surge in letter volumes — 30 per cent over five years — has helped to create 18,000 new Post Office jobs over the past two years, with the prospect of a further 22,000 over the next five if growth continues as expected.

The profits jump was partly accounted for by cuts in deficiency contributions to the Post Office pensions fund, which needed £30 million less

than before. Otherwise, the profits rise would have been 7 per cent, about in line with earlier profit trends.

The pension fund advantage is likely to continue, which should make it easier for the Post Office to meet its plans for increasing investment to improve services. Group investment last year was £152.6 million, and there are plans for £1 billion more to be spent over the next five years.

In announcing the Post Office's 12th year of sustained profits, Sir Bryan Nicholson, its chairman, gave a warning that while business at the high street counters was still growing its expansion was slow and "in danger of petering out".

Sir Bryan said: "We need new business. Therefore much groundwork has gone into developing other products,

particularly in financial services and retailing."

The counters, which deal with 25 million customers a week, saw business volume grow by only 1.3 per cent during the year and forecasts indicate no growth at all this year. But there was an operating profit of £9.5 million, reversing the loss of the previous year. However, in real terms unit costs have come down only 1.9 per cent over two years, compared with the Government's three-year target of 3.7 per cent.

Sir Bryan made it clear that loss-making post offices in rural areas would be retained. The rural offices account for about half of the post office counters network, and make a loss of up to £30 million a year. There are 1,500 main Crown post offices and just over 19,300 sub-offices.

Service excellence was the number one priority throughout the Post Office, Sir Bryan said. In the past year an extra £18 million had been invested to improve letter deliveries, with 400,000 more addresses now having second deliveries.

Sir Bryan said that the cost of stamps would rise by no more than the rate of inflation. The cost of posting a first-class letter had not changed since October 1986. However, the Post Office proposed to raise the cost of both first and second-class stamps by 1p in

discussions with the Post Office Users' National Council, the Post Office had offered to spend £20 million on improving services as part of a price increase agreement, and a substantial part of the cash is likely to go on re-introducing Sunday collections and, possibly, deliveries.

Dowty in £82m bid for CASE

Dowty, the high-tech engineering and electronics group, has emerged as white knight in the battle for control of CASE, the information network group, with an agreed £82.5 million takeover bid.

The offer is 21 per cent higher than the £70 million revised terms from Gandalf Technologies, the Canadian group. Last night, Gandalf, owner of a 9.5 per cent stake in CASE, said it was reviewing its position, but seemed unlikely to fight it out.

If Gandalf accepts the Dowty bid its profit will be about £4 million.

The 129p terms are being recommended by the CASE board, whose chief executive, Mr Peter Burton, yesterday described the bid as offering "a new opportunity".

Dowty is offering 59 of its own shares and a further 133 convertible preference for every 200 CASE shares. There is a 190p cash alternative for the ordinary, but none for the convertible. It means that 56p of the 129p offer is underwritten.

Mr Tony Thatcher, the Dowty chief executive, said CASE was "a logical fit" with Dowty's expanding information technology division, which now accounts for 10 per cent of the group's £625 million annual turnover.

CASE made profits of £2.1 million last year after losses of £5.4 million the previous year.

Ruberoid rejects £133m Raine bid

By Alexandra Jackson

Raine, the fast-growing construction group, is offering £133 million for Ruberoid, the roofing products business, valuing each Ruberoid share at 264p. There is a cash alternative of 254p.

Mr Tom Kenny, chairman of Ruberoid, rejected the advance as a "fatuous bid from a fatuous company". Mr Peter Parkin, chief executive of Raine, said, however: "It represents a substantial mul-

tipile on any forecast of earnings which the directors of Ruberoid could responsibly make."

Ruberoid made £10.2 million in the year to end-December 1987. On this basis the bid values the company on an historic exit p/e ratio of 20.3 times assuming a 35 per cent tax charge. On forecasts of £14 million for this year, the p/e falls to 16.7 times.

Raine itself is forecasting pre-tax profits for the year to end-June 1988 of £13.3 mil-

lion. This is more than 5 per cent higher than existing brokers' forecasts.

Raine is offering two new shares and 60p in cash for every Ruberoid share. Ruberoid shares closed up 43p at 265p while Raine shares fell 4p to 98p. Raine already owns 5.9 per cent of Ruberoid.

Mr Parkin said that in talks before the full bid was announced, Mr Kenny "refused to acknowledge any advantage to his shareholders in our proposals." *Tempos, page 20*

'No overheating' says CBI

By David Smith, Economics Correspondent

Capacity utilization in industry is at an all-time high and manufacturing costs are accelerating. Confederation of British Industry evidence out yesterday showed. But the CBI rejected suggestions that the economy is overheating.

It said that growth in manufacturing orders and output was moderating to a more sustainable rate and competitive pressures were acting to constrain price increases.

The 12-month rate of growth of manufacturing output has slowed to just above 6 per cent, and is expected to fall off to about 5 per cent, the CBI said.

Mr David Wigglesworth, the chairman of the CBI's economic situation commit-

tee, said in presenting the results of the July quarterly survey of industrial trends, that overheating and inflation fears had been overstated by the City.

"It shows the economy is continuing to grow at a moderate and sustainable rate and that the confidence of British manufacturing industry is strong."

The proportion of firms working below capacity fell to 31 per cent in the July survey, which was based on evidence collected from 1,395 companies between June 24 and July 13. This was the lowest figure in the 30 years the survey has been conducted.

CBI economists said firms were using capacity more

effectively than in the early 1970s, and that only 26 per cent of firms saw capacity as a constraint on output, compared with 32 per cent in 1973.

Some City analysts were unsettled by the capacity evidence. "We think the capacity situation looks dreadful," said Mrs Evelyn Brodie, economist at Morgan Grenfell.

The City was also unconvinced by the CBI's calm view on inflation. The balance of firms expecting to raise domestic prices over the next four months fell to 23 per cent, from 31 per cent in April.

The balance of firms more confident about the overall business situation was 8 per cent, compared with 19 per cent in April.

Competition in domestic banking pushes profits down

National Westminster falls to £702m

By Richard Thouson, Banking Correspondent

Competitive pressure on domestic banking helped to push down National Westminster Bank's interim pre-tax profits to £702 million, from £747 million before exceptional bad debt provisions at the same time last year.

Lord Boardman, the chairman, said that NatWest was very strongly capitalized and had no plans for a rights issue. He added that despite the fall in profits, the results compared well with last year, with a dividend increase of 15.6 per cent to 9.25p.

Domestic banking profits dropped 11 per cent from £535 million to £477 million partly because of lower profits on sales of gilt-edged stock. Last year's figures also included a £50 million transfer from reserves which was not repeated this year.

through in lower net interest margins, which dropped from 5.6 per cent to 5.4 per cent during the six-month period. The growing number of mortgage lenders as well as greater competition for retail deposit funds had helped to erode profitability on domestic operations.

A £10 million loss for County NatWest, the investment banking and securities arm, also held back the results.

Tempus

Mr Terry Green, the senior NatWest executive who is acting as temporary head of County, said that the securities side was increasing its share of the equity market but was failing to meet overheads from commission income.

He added that the loss on the Blue Arrow shares held by the company was now about £40 million and that County has so far spent more than £6 million on

integrating Wood Mackenzie into the group and preparing the company's move to its new Broadgate headquarters.

Non-interest income continued to rise, with a £9 million increase in related banking operations to £93 million. International banking profits also showed a strong improvement after the purchase of First West Jersey, now renamed National Westminster Bancorp NJ, the US retail and commercial bank.

Bad debt provisions fell sharply this year after last year's £496 million special provisions, which pushed down the 1987 interim result to only £251 million. NatWest's Third World debt provisions were £6 million this time. Mr John Melville, head of international operations, said the bank was planning to sign the latest £50 million debt rescheduling package for Brazil.

Costs, however, were up sharply by a 25 per cent increase in personnel costs.

CHASE THE BEST MORTGAGE

People have been coming to Chase Manhattan in this country for more than a century. No wonder. The Chase Manhattan Bank is one of the world's leading international banks and our London office has become one of our biggest branches. Where we believe, our service is second to none.

Just give us the information we need, and we'll have an offer in principle out to you in less than 48 hours. And we'll stay with it with the same speed and efficiency right the way through to completion. What's more, we'll send you a cheque for £100 should we not live up to our 48 hour promise.

Our interest rate on new endowment applications is just 8.95% (APR 9.5%).

And we'll give you a loan of up to 2.6 times your joint income. Or, alternatively, 3 times your main income plus 1 times your partner's.

CHASE

Amount required: £

Price details at appropriate time. See page 20 for details.

income, if that's applicable. What's more, the rate of 8.95% is guaranteed to be at least 0.5% below our mortgage base rate for six months after completion.

And for those applications received before 1st August we'll also refund our survey fee in full upon completion.

So send the coupon to David Sinclair. Or give us a ring on 01-747 4507. But last! There'll be a lot of people chasing. So go for it. If you want the best mortgage, chase it.

Right now.

To: David Sinclair, The Chase Manhattan Home Loans Division, 3 Shoreditch, Hammersmith, London W6 8RZ.

Please send me written details of your Home Loans.

Name: _____

Address: _____

Postcode: _____

Tel. No: _____ Age: _____

Amount required: £ _____

Price details at appropriate time. See page 20 for details.

Declarations for charges and taxes. This offer is made on a cash basis. The period of an endowment policy may represent a higher proportion of the total of your policy than the regular, which is made in instalments. See 11 on endowment policy giving details. Also, your policy will be subject to the appropriate amount paid as premiums for each policy.

BUSINESS ROUNDUP

Wickes doubles profit to £3.4m at half time

The continuing DIY boom and the addition of more than 20 stores doubled pre-tax profits at Wickes, the building materials retailer, to £3.36 million in the six months to end-June, against a pro forma £1.68 million, the group having started trading in its present form in May last year.

Sales rose 30 per cent to £100.6 million, while gross margins rose from 4.1 per cent to 4.4 per cent. An interim dividend of 0.69p is payable.

Profit falls at Air NZ

State-owned Air New Zealand reported a consolidated net profit of NZ\$70.4 million (£27.3 million) for the year to March 31 against \$178.9 million last year. Operating profit was \$68.7 million against \$108 million the previous year. The Government plans to sell 25 per cent of the airline in a programme to retire public debt.

Electronics firm static

The poor Christmas season for electrical retailers prompted static figures from Ross Consumer Electronics, the maker of audio accessories, in its first annual statement as a public company. Profits of £235,000 in the year to end-March were little changed from £211,000 last time. A final dividend of 2.3p makes a 3.5p total.

Colorgraphic placing

Colorgraphic, the USM-quoted printer which specializes in promotional material, is raising £2.14 million by means of a placing and open offer to shareholders of 1 million new shares.

The placing is on a one-for-11 basis at 220p, and the directors with 52 per cent of the company are not taking up their rights. In addition another 250,000 shares being sold by Mr Ronald Welch, the chairman, are being placed with institutions.

St Modwen soars to £2m

St Modwen Properties, the Birmingham developer, has reported pre-tax profits up from £731,000 to £2.03 million in the six months to end-May. There is again no interim dividend. Mr Stanley Clarke, the chairman, said the company's strong cashflow had allowed it to finance expansion from its own resources.

Consortium's £30m deal

A consortium consisting of Arlington Securities, the business parks developer, Abacus Developments, the property arm of the Newarthill building group and Piton House, a private property company, has agreed to buy the freehold of the 200,000 sq ft Haymarket Centre, Leicester, for more than £30 million.

NatWest finds its act hard to follow

Estimates for National Westminster Bank's half-time profits were widely spread this year. But even those such as Morgan Stanley's, which was close, admitted that the detailed figures were surprising.

No one had expected NatWest to better last year's results (after exceptional bad debt provisions are excluded) but even then the domestic banking figures were on the low side. Some of the domestic weakness was because gifts profits and transfers from reserves were not as high as last year — although this was partially offset by a £36 million windfall from the venture capital associate, 3i.

But the underlying reason is that competition is beginning to bite. Net interest margins fell and NatWest is having to run harder merely to maintain its returns on domestic business. While many of the most aggressive competitors may withdraw from crucial areas such as mortgages as their own profits fall, it is probable that things will never be quite as easy again.

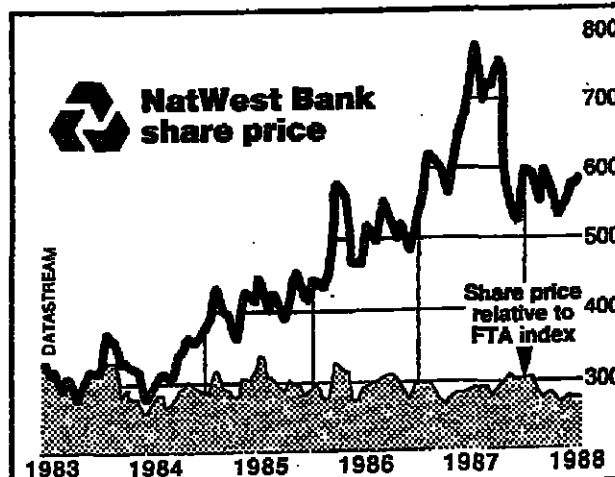
This is a problem for all the clearers. The winners will be those finding profits in other areas to make up the shortfall. NatWest is clearly finding them in the US, where its retail and commercial banking division contributed £42 million to profits. It is also finding them in related banking services such as consumer finance and insurance.

Staff numbers and salaries continued to escalate. Personnel costs were up by 25 per cent. This is perhaps inevitable for a group as active as NatWest, but if the rate does not slow down sharply next year — as the management believes it will — there will be cause for concern.

Hepworth

The transformation of Hepworth during the past two years is a fine example of the successful restructuring of a company from within. Under the leadership of Mr Sinclair Thomson the group has undergone a fundamental change in philosophy and style.

This has not only brought new potential to the original businesses — written off by the market as being mature and



NatWest Bank share price

lacking in growth potential — but has also enhanced the group's financial position.

Backed by an improved profit record and healthy balance sheet, Hepworth has had the confidence to make a couple of spirited bids for other companies. The successful ones have enabled Hepworth to broaden its spread of business as well as using its new-found management techniques to good effect.

Thus, without Hepworth itself having been taken over, changes have been implemented which normally do not come unless there has been a hostile takeover.

Of the 10 people at the top of the company, nine were not there two years ago and the one who was is nearing retirement. The average age of this top management team is 10 years younger than two years ago while their disciplines are commercially rather than production-oriented.

Raine/Ruberoid

Raine's bid for Ruberoid is no surprise as the predator has had a declared stake in its prey since May.

Nor is the victim's somewhat ungracious rejection of the offer, given the idiosyncratic style of Ruberoid's chairman, Mr Tom Kenny, unexpected.

The terms are generous, especially since the requirement for Raine to declare its stake has already driven the shares up 35 per cent before the bid.

The offer is 20.3 times historic earnings — about 50 per cent above the average market rating — falling to 16.5 times on the back of brokers' forecasts for this year of about £14 million. Both these assume a full tax charge.

million clay brick works to be commissioned next year and a plan to merge the clay and plastic pipes operations. This second move will bring cost savings, but is asking a lot of the marketing team which has traditionally cast clay and plastic piping as mortal enemies.

Hepworth should make £82 million in a full year, giving earnings per share of 27p. The shares stand on a p/e of 9.1 times. This management team is well worth backing.

Raine/Ruberoid

Ruberoid's building products division makes a reasonable margin of more than 11 per cent. It has a sound overseas business, accounting for about half of the whole but has been less successful in the domestic market. The company has achieved little real growth in this marketplace.

Raine has plans to make building products the much sought after fourth leg to the business. The contracting activities would be integrated into the group's existing specialist contracting activities.

Raine has a good reputation despite its acquisitive style. Its forecast of profits for the year to the end of last month of £13.3 million, up from £3.8 million last year, includes underlying profits growth from £3.8 million to £5.5 million.

For the year to end June 1989, when the analysts are forecasting £20.5 million for Raine, there should be no dilution of earnings through this offer.

It looks like a soundly based bid at a fair price. If Ruberoid manages to put together a sensible defence the price may have to be raised, but not by a lot.

COMPANY NEWS

UPDOWN INV. (Int)
Pre-tax: £0.22 (£0.18)
NAV: 395.8p (436.0p)
Div: Nil (Nil)

GREGGS (Int)
Pre-tax: £1.88 (£1.19)
EPS: 10.0 (8.9)
Div: 3.125 (2.5p)

RADIUS (Int)
Pre-tax: £1.09 (£0.86)
EPS: 3.5 (2.9p)
Div: 0.75 (0.625p)

BTS GROUP (Int)
Pre-tax: £0.09 (£0.51)
EPS: 1.57 (7.44p)
Div: 2.95 mkg 4.25

MURRAY SMITH MKTS (Int)
Pre-tax: £1.06 (£1.61)
NAV: 180.4 (234.6p)
Div: 1.45 mkg 2p (1.65)

CLARKE HOOPER (Int)
Pre-tax: £1.53 (£1.02)
EPS: 12.4 (9.1p)
Div: 1.8 mkg 3p (2.5p)

The prime objective is to increase the capital value of the investment portfolio, the board reports.

Turnover £38.67 (£28.02)m. Nine shops opened with plans to open a further 12. Current trading close to expectations.

Turnover £5.12 (£4.70)m. The board will be giving attention to restructuring the group into a holding company.

Turnover £1.79 (£10.53)m. The board is confident of a satisfactory profit for the coming year.

Company borrowed £4m for 10 yrs at fixed rate of 10.74% and invested in unquoted prof. of Mecca Leisure, redeemable 1998.

Turnover £20.98 (£9.53)m. Company has agreed to acquire Schindler-Cannon Inc for US\$1m and Square Six Design for C\$130,000.

TRADITIONAL OPTIONS

First Dealings August 2nd
Call options were active on: 287/88, 288/88, 289/88, 290/88, 291/88, 292/88, 293/88, 294/88, 295/88, 296/88, 297/88, 298/88, 299/88, 300/88, 301/88, 302/88, 303/88, 304/88, 305/88, 306/88, 307/88, 308/88, 309/88, 310/88, 311/88, 312/88, 313/88, 314/88, 315/88, 316/88, 317/88, 318/88, 319/88, 320/88, 321/88, 322/88, 323/88, 324/88, 325/88, 326/88, 327/88, 328/88, 329/88, 330/88, 331/88, 332/88, 333/88, 334/88, 335/88, 336/88, 337/88, 338/88, 339/88, 340/88, 341/88, 342/88, 343/88, 344/88, 345/88, 346/88, 347/88, 348/88, 349/88, 350/88, 351/88, 352/88, 353/88, 354/88, 355/88, 356/88, 357/88, 358/88, 359/88, 360/88, 361/88, 362/88, 363/88, 364/88, 365/88, 366/88, 367/88, 368/88, 369/88, 370/88, 371/88, 372/88, 373/88, 374/88, 375/88, 376/88, 377/88, 378/88, 379/88, 380/88, 381/88, 382/88, 383/88, 384/88, 385/88, 386/88, 387/88, 388/88, 389/88, 390/88, 391/88, 392/88, 393/88, 394/88, 395/88, 396/88, 397/88, 398/88, 399/88, 400/88, 401/88, 402/88, 403/88, 404/88, 405/88, 406/88, 407/88, 408/88, 409/88, 410/88, 411/88, 412/88, 413/88, 414/88, 415/88, 416/88, 417/88, 418/88, 419/88, 420/88, 421/88, 422/88, 423/88, 424/88, 425/88, 426/88, 427/88, 428/88, 429/88, 430/88, 431/88, 432/88, 433/88, 434/88, 435/88, 436/88, 437/88, 438/88, 439/88, 440/88, 441/88, 442/88, 443/88, 444/88, 445/88, 446/88, 447/88, 448/88, 449/88, 450/88, 451/88, 452/88, 453/88, 454/88, 455/88, 456/88, 457/88, 458/88, 459/88, 460/88, 461/88, 462/88, 463/88, 464/88, 465/88, 466/88, 467/88, 468/88, 469/88, 470/88, 471/88, 472/88, 473/88, 474/88, 475/88, 476/88, 477/88, 478/88, 479/88, 480/88, 481/88, 482/88, 483/88, 484/88, 485/88, 486/88, 487/88, 488/88, 489/88, 490/88, 491/88, 492/88, 493/88, 494/88, 495/88, 496/88, 497/88, 498/88, 499/88, 500/88, 501/88, 502/88, 503/88, 504/88, 505/88, 506/88, 507/88, 508/88, 509/88, 510/88, 511/88, 512/88, 513/88, 514/88, 515/88, 516/88, 517/88, 518/88, 519/88, 520/88, 521/88, 522/88, 523/88, 524/88, 525/88, 526/88, 527/88, 528/88, 529/88, 530/88, 531/88, 532/88, 533/88, 534/88, 535/88, 536/88, 537/88, 538/88, 539/88, 540/88, 541/88, 542/88, 543/88, 544/88, 545/88, 546/88, 547/88, 548/88, 549/88, 550/88, 551/88, 552/88, 553/88, 554/88, 555/88, 556/88, 557/88, 558/88, 559/88, 560/88, 561/88, 562/88, 563/88, 564/88, 565/88, 566/88, 567/88, 568/88, 569/88, 570/88, 571/88, 572/88, 573/88, 574/88, 575/88, 576/88, 577/88, 578/88, 579/88, 580/88, 581/88, 582/88, 583/88, 584/88, 585/88, 586/88, 587/88, 588/88, 589/88, 590/88, 591/88, 592/88, 593/88, 594/88, 595/88, 596/88, 597/88, 598/88, 599/88, 600/88, 601/88, 602/88, 603/88, 604/88, 605/88, 606/88, 607/88, 608/88, 609/88, 610/88, 611/88, 612/88, 613/88, 614/88, 615/88, 616/88, 617/88, 618/88, 619/88, 620/88, 621/88, 622/88, 623/88, 624/88, 625/88, 626/88, 627/88, 628/88, 629/88, 630/88, 631/88, 632/88, 633/88, 634/88, 635/88, 636/88, 637/88, 638/88, 639/88, 640/88, 641/88, 642/88, 643/88, 644/88, 645/88, 646/88, 647/88, 648/88, 649/88, 650/88, 651/88, 652/88, 653/88, 654/88, 655/88, 656/88, 657/88, 658/88, 659/88, 660/88, 661/88, 662/88, 663/88, 664/88, 665/88, 666/88, 667/88, 668/88, 669/88, 670/88, 671/88, 672/88, 673/88, 674/88, 675/88, 676/88, 677/88, 678/88, 679/88, 680/88, 681/88, 682/88, 683/88, 684/88, 685/88, 686/88, 687/88, 688/88, 689/88, 690/88, 691/88, 692/88, 693/88, 694/88, 695/88, 696/88, 697/88, 698/88, 699/88, 700/88, 701/88, 702/88, 703/88, 704/88, 705/88, 706/88, 707/88, 708/88, 709/88, 710/88, 711/88, 712/88, 713/88, 714/88, 715/88, 716/88, 717/88, 718/88, 719/88, 720/88, 721/88, 722/88, 723/88, 724/88, 725/88, 726/88, 727/88, 728/88, 729/88, 730/88, 731/88, 732/88, 733/88, 734/88, 735/88, 736/88, 737/88, 738/88, 739/88, 740/88, 741/88, 742/88, 743/88, 744/88, 745/88, 746/88, 747/88, 748/88, 749/88, 750/88, 751/88, 752/88, 753/88, 754/88, 755/88, 756/88, 757/88, 758/88, 759/88, 760/88, 761/88, 762/88, 763/88, 764/88, 765/88, 766/88, 767/88, 768/88, 769/88, 770/88, 771/88, 772/88, 773/88, 774/88, 775/88, 776/88, 777/88, 778/88, 779/88, 780/88, 781/88, 782/88, 783/88, 784/88, 785/88, 786/88, 787/88, 788/88, 789/88, 790/88, 791/88, 792/88, 793/88, 794/88, 795/88, 796/88, 797/88, 798/88, 799/88, 800/88, 801/88, 802/88, 803/88, 804/88, 805/88, 806/88, 807/88, 808/88, 809/88, 810/88, 811/88, 812/88, 813/88, 814/88, 815/88, 816/88, 817/88, 818/88, 819/88, 820/88, 821/88, 822/88, 823/88, 824/88, 825/88, 826/88, 827/88, 828/88, 829/88, 830/88, 831/88, 832/88, 833/88, 834/88, 835/88, 836/88, 837/88, 838/88, 839/88, 840/88, 841/88, 842/88, 843/88, 844/88, 845/88, 846/88, 847/88, 848/88, 849/88, 850/88, 851/88, 852/88, 853/88, 854/88, 855/88, 856/88, 857/88, 858/88, 859/88, 860/88, 861/88, 862/88, 863/88, 864/88, 865/88, 866/88, 867/88, 868/88, 869/88, 870/88, 871/88, 872/88, 873/88, 874/88, 875/88, 876/88, 877/88, 878/88, 879/88, 880/88, 881/88, 882/88, 883/88, 884/88, 885/88, 886/88, 887/88, 888/88, 889/88, 890/88, 891/88, 892/88, 893/88, 894/88, 895/88, 896/88, 897/88, 898/88, 899/88, 900/88, 901/88, 902/88, 903/88, 904/88, 905/88, 906/88, 907/88, 908/88, 909/88, 910/88, 911/88, 912/88, 913/88, 914/88, 915/88, 916/88, 917/88, 918/88, 919/88, 920/88, 921/88, 922/88, 923/88, 924/88, 925/88, 926/88, 927/88, 928/88, 929/88, 930/88, 931/88, 932/88, 933/88, 934/88, 935/88, 936/88, 937/88, 938/88, 939/88, 940/88, 941/88, 942/88, 943/88, 944/88, 945/88, 946/88, 947/88, 948/88, 949/88, 950/88, 951/88, 952/88, 953/88, 954/88, 955/88, 956/88, 957/88, 958/88, 959/88, 960/88, 961/88, 962/88, 963/88, 964/88, 965/88, 966/88, 967/88, 968/88, 969/88, 970/88, 971/88, 972/88, 973/88, 974/88, 975/88, 976/88, 977/88, 978/88, 979/88, 980/88, 981/88, 982/88, 983/88, 984/88, 985/88, 986/88, 987/88, 988/88, 989/88, 990/88, 991/88, 992/88, 993/88, 994/88, 995/88, 996/88, 997/88, 998/88, 999/88, 1000/88, 1001/88, 1002/88, 1003/88, 1004/88, 1005/88, 1006/88, 1007/88, 1008/88, 1009/88, 1010/88, 1011/88, 1012/88, 1013/88, 1014/88, 1015/88, 1016/88, 1017/88, 1018/88, 1019/88, 1020/88, 1021/88, 1022/88, 1023/88, 1024/88, 1025/88, 1026/88, 1027/88, 1028/88, 1029/88, 1030/88, 1031/88, 1032/88, 1033/88, 1034/88, 1035/88, 1036/88, 1037/88, 1038/88, 1039/88, 1040/88, 1041/88, 1042/88, 1043/88, 1044/88, 1045/88, 1046/88, 1047/88, 1048/88, 1049/88, 1050/88, 1051/88, 1052/88, 1053/88, 1054/88, 1055/88, 1056/88, 1057/88, 1058/88, 1059/88, 1060/88, 1061/88, 1062/88, 1063/88, 1064/88, 1065/88, 1066/88, 1067/88, 1068/88, 1069/88, 1070/88, 1071/88, 1072/88, 1073/88, 1074/88, 1075/88, 1076/88, 1077/88, 1078/88, 1079/88, 1080/88, 1081/88, 1082/88, 1083/88, 1084/88, 1085/88, 1086/88, 1087/88, 1088/88, 1089/88, 1090/88, 1091/88, 1092/88, 1093/88, 1094/88, 1095/88, 1096/88, 1097/88, 1098/88, 1099/88, 1100/88, 1101/88, 1102/88, 1103/88, 1104/88, 1105/88, 1106/88, 1107/88, 1108/88, 1109/88, 1110/88, 1111/88, 1112/88, 1113/88, 1114/88, 1115/88, 1116/88, 1117/88, 1118/88, 1119/88, 1120/88, 1121/88, 1122/88, 1123/88, 1124/88, 1125/88, 1126/88, 1127/88, 1128/88, 1129/88, 1130/88, 1131/88, 1132/88, 1133/88, 1134/88, 1135/88, 1136/88, 1137/88, 1138/88, 1139/88, 1140/88, 1141/88, 1142/88, 1143/88, 1144/88, 1145/88, 1146/88, 1147/88, 1148/88, 1149/88, 1150/88, 1151/88, 1152/88, 1153/88, 1154/88, 1155/88, 1156/88, 1157/88, 1158/88, 1159/88, 1160/88, 1161/88, 1162/88, 1163/88, 1164/88, 1165/88, 1166/88, 1167/88, 1168/88, 1169/88, 1170/88, 1171/88, 1172/88, 1173/88, 1174/88, 1175/88, 1176/88, 1177/88, 1178/88, 1179/88, 1180/88, 1181/88, 1182/88, 1183/88, 1184/88, 1185/88, 1186/88, 1187/88, 1188/88, 1189/88, 1190/88, 1191/88, 1192/88, 1193/88, 1194/88, 1195/88, 1196/88, 1197/88, 1198/88, 1199/88, 1200/88, 1201/88, 1202/88, 1203/88, 1204/88, 1205/88, 1206/88, 1207/88, 1208/88, 1209/88, 1210/88, 1211/88, 1212/88, 1213/88, 1214/88, 1215/88, 1216/88, 1217/88, 1218/88, 1219/88, 1220/88, 1221/88, 1222/88, 1223/88, 1224/88, 1225/88, 1226/88, 1227/88, 1228/88, 1229/88, 1230/88, 1231/88, 1232/88, 1233/88, 1234/88, 1235/88, 1236/88, 1237/88, 1238/88, 1239/88, 1240/88, 1241/88, 1242/88, 1243/88, 1244/88, 1245/88, 1246/88, 1247/88, 1248/88, 1249/88, 1250/88, 1251/88, 1252/88, 1253/88, 1254/88, 1255/88, 1256/88, 1257/88, 1258/88, 1259/88, 1260/88, 1261/88, 1262/88, 1263/88, 1264/88, 1265/88, 1266/88, 1267/88, 1268/88, 1269/88, 1270/88, 1271/88, 1272/88, 1273/88, 1274/88, 1275/88, 1276/88, 1277/88, 1278/88, 1279/88, 1280/88, 1281/88, 1282/88, 1283/88, 1284/88, 1285/88, 1286/88, 1287/88, 1288/88, 1289/88, 1290/88, 1291/88, 1292/88, 1293/88, 1294/88, 1295/88, 1296/88, 1297/88, 1298/88, 1299/88, 1300/88, 1301/88, 1302/88, 1303/88, 1304/88, 1305/88, 1306/88, 1307/88, 1308/88, 1309/88, 1310/88, 1311/88, 1312/88, 1313/88, 1314/88, 1315/88, 1316/88, 1317/88, 1318/88, 1319/88, 1320/88, 1321/88, 1322/88, 1323/88, 1324/88, 1325/88, 1326/88, 1327/88, 1328

De Savary challenge with £40m container terminal

By Cliff Feltham

A £40 million container terminal, aimed at taking business away from continental ports, is to be built in the South-east of England by Mr Peter de Savary's expanding ports company, Highland Participants.

The container and bulk cargo terminal at the Isle of Grain on the River Medway, close to the Thames estuary, is expected to challenge rivals such as Rotterdam and Antwerp.

Highland, which is raising £45 million from shareholders to fund the project, is hoping to ring Britain with a chain of ports and harbours. The company owns Falmouth harbour,

Manistey Wharf, near Ellesmere Port, and Neath cargo terminal. It also has a 92 per cent stake in the port of Boston, Lincolnshire, as well as several ship repair facilities.

Mr de Savary, chairman of Highland, is buying the 214-acre site on the Isle of Grain from BP for £12 million but the total cost of constructing three deep-water berths and facilities for loading and unloading containers will push the total cost of the project to more than £40 million.

He expects to develop an industrial park servicing the new terminal on about 34 acres of the site.

"We are getting valuable

industrial land which is currently changing hands for around £200,000 an acre for about £57,000 an acre," said Mr de Savary.

"Ports and harbours have historically been located on a lot of land which never used to be worth very much but today has become very valuable indeed. There has also been a history of port operators not doing very well but we have turned round Falmouth from making losses of £100,000 to profits of £100,000.

"The land at the Isle of Grain is ideally suited for development as a major UK container terminal. It is a greenfield site in the South of

England, close to London, it has road and rail communications linking it to the national networks and will be accessible by ships at all tides."

By 1993 the company expects to have 10 per cent of the container market in Britain. It also hopes the new facilities will be able to supply the privatized electricity industry with imported coal.

Highland, which is forecasting pre-tax profits of not less than £3.5 million for the current year, is raising £45 million from shareholders by offering five new shares at 230p each for every four held. In the stock market the existing shares eased 5p to 268p.

Housing 'will rise by 10%

House prices are likely to show a rise of between 10 and 15 per cent this year, according to John D. Wood, the estate agent. Mr George Pope, joint chairman, said the 25 per cent rises of last year were not likely to be repeated.

The company reported a 25 per cent increase in pre-tax profits to £1.4 million for the 12 months to end-April. Sales showed a 17 per cent increase to £5.8 million. Earnings per share increased by 28 per cent to 12.3p. The final dividend is 2.5p making a total of 4p.

Plan to link card networks

The two main networks of building society cash machines are to merge, creating Britain's third largest cash machine system with more than 2,000 machines serving 8 million card-holders.

The Link system, which has seven direct building society and bank members, and 10 with 10 building society members, will sign a merger agreement in September.

Baldwin profit nearly double

Baldwin, the investment company with interests in printing, property and concrete, has bought another printer and two tour operators for £7.65 million. The deals are funded by the issue of new shares at 150p each.

Baldwin has announced pre-tax profits for the year to end-April almost doubled to £614,000, from £315,000, and a second interim dividend of 1p making a total of 2p, against 1.25p.

Permission for Ossory

Ossory Estates, the property developer, has obtained planning permission on an 11,500 sq ft site close to Hanover Square in London's West End, bought in May last year with a property in New Bond Street for £5.2 million.

The New Bond Street property will be sold as an investment for more than £7 million. The second development will cost about £3 million and be completed at the end of next year.

Telecom buy

British Telecom is investing \$28 million (£16 million) to establish itself in the American pager market. It has bought 80 per cent of Metrocast for an initial \$17 million and has committed a further \$11 million over two years for expansion.

Airline record

Aer Lingus, the Irish national airline, had record profits of £31.4 million last year for all its operations, Mr David Kennedy, the chief executive, announced yesterday.

Bullough in £14m French purchase

By Martin Waller

Bullough, the industrial conglomerate centred round the country's biggest office furnishing group, has made a second move in Europe with the acquisition of Atal, the French maker of metal office furniture, for \$26.5 million (£14.8 million) cash.

The announcement comes with news of pre-tax profits

from Bullough ahead to £11.05 million from £8.16 million in the six months to end-April. Despite a note of caution from Mr Derrick Battle, the chairman and chief executive, the shares moved ahead 10p to 478p as analysts pencilled in forecasts of about £25 million for the full year.

Mr Battle said the half-way figures contained a higher-

Marston's

than-usual contribution from the core of the group, Project Office Furniture, where profits went ahead by 50 per cent.

Recent acquisitions and restructuring meant there would not be such a strong bias towards the second half.

Bullough made £21.21 million pre-tax in the last full year. The half-way dividend is raised from 4.3p to 5p.

Mr Joe Barber, who as chief executive is credited with helping to pull Lilley round

COMMENT

Give new custodians a chance to shine

It has taken the Barlow Clowes affair to bring the Department of Trade's lamentable role as a protector of investors under the spotlight. It is tempting to think that there was no problem with the licensing system before Barlow Clowes came along. The sad fact is, Barlow Clowes is just the latest financial collapse to expose the patent inadequacies of the undermanned and under-resourced licensing system operated by the DTI.

The DTI's record is strewn with investment businesses which were licensed to take the public's money then collapsed. For instance, overt warnings were given in Parliament and elsewhere over a number of years to the Government about the now-defunct Ravendale Group whose "share shops" were closed down in November 1986. About 1,100 investors in the share shops lost £1.2 million. The closure of Prior Harwin was an unwelcome Christmas gift to investors in 1986.

But the civil servants can share the blame with their political masters: there are areas of the investment arena which were left completely unregulated by the Government. For example, the futures markets. *The Times* has for months been writing about the countless investors who have lost money after falling for the high-pressure selling tactics of DPR Futures, a futures and options business. The newly-armed Securities and Investments Board caught up with and closed down DPR earlier this month.

One problem is that the Government's drive for wider share ownership, encouraged by its privatization programme, far outstripped the pace of its reform of the investor protection laws.

Instead the Government created millions of first-time shareholders whose naivety and inexperience of investments outside bank or building society deposits left them vulnerable to unscrupulous or incompetent dealers.

Meanwhile, further details are emerging about the warnings given to the DTI about Barlow Clowes. The Bank of England can be added to the Stock Exchange and Nasdim as regulatory bodies which voiced their concerns about Barlow Clowes to the DTI. Indeed, the Bank will be giving evidence to the independent inquiry into the DTI's handling of Barlow Clowes.

The Bank played a curious role in the Barlow Clowes affair. Back in 1984 it formed the view that Barlow Clowes had engaged in unauthorised deposit-taking — a criminal offence — and called the company in for discussions.

Clowes disputed the Bank's claim and, because it was not sufficiently confident that a prosecution would succeed or, indeed, be in the best interests of investors, the Bank decided against legal action. Instead it made Barlow Clowes put new investors into a custodian trustee account with Lloyds Bank. It would have been better had the Bank insisted on all existing funds going into this account as well, but the Bank had no formal authority to do this. Perhaps it should have used some of its considerable *de facto* influence to bring this about. What it did do was ensure that the DTI was aware of the situation.

Thereafter, in 1986 and 1987, a considerable amount of concern about Barlow Clowes was circulating among the regulatory bodies in the City. Barlow Clowes was aware of the need to be authorized under the new regime and was doing the rounds of the self-regulating organizations, none of which was keen to accept it as a member. This generated a lot of discussion among City supervisors which was conveyed to the DTI by the Bank and others.

There was a certain irony in the unveiling yesterday of the new industry-wide compensation scheme to protect investors from the sharks. It came on the day when political pressure to compensate Barlow Clowes investors was stepped up. Barlow Clowes investors are not covered by the new compensation arrangements.

These will provide maximum compensation of £48,000 for each investor who loses money from the collapse of an investment business. It is not perfect — investors do not get a full indemnity for their losses — but it does fill gaps in the old system.

Compensation is part of the new investor protection regime laid down by the Financial Services Act. This Act, which has been much criticized, at least introduces a whole new industry of regulators into areas where there was either inadequate or no regulation. The new system should be given a chance to prove itself.

£27.4m injection for Lilley

By Colin Campbell

FIC Lilley, the Glasgow construction group brought back from death's door in December 1986 by a new management team under the "company doctor" Mr Lewis Robertson, is hoping for a new breath of life from a £27.4 million cash injection and a fresh management team.

Mr Joe Barber, who as chief executive is credited with helping to pull Lilley round

from 1987 losses of £50.4 million to profits of £2.2 million for the year ended last January, will be replaced by Mr Bob Rankin, former chief executive of Balfour Beatty.

The other new appointment is of Mr Martin Knight, a former director of Morgan Grenfell, as corporate development director.

The cash injection will follow the placing, with clawback

provisions, of 63.64 million shares at 44p each. As a result, shareholders' funds will increase from £10.6 million to £38 million, and borrowings will be eliminated.

The share capital is being reduced and assuming all measures are approved by shareholders and the court, Lilley hopes to resume dividends this year. It last paid dividends in 1986.

RHM briefs MPs on bid opposition

By Colin Nairn

Ranks Hovis McDougall, facing a hostile £1.7 billion bid from Goodman Fielder Watie, yesterday took its case to the House of Commons, briefing MPs on its reasons for opposing the takeover.

Mr Tim Howden, RHM's new deputy managing director, said after the meeting that the cross-party support for RHM's position was very strong. MPs had pledged to keep pressing the Government to have the bid scrutinized by the Office of Fair Trading. The

political lobbying was advanced — 145 MPs put their signatures to an early day motion in Parliament opposing the GFW bid.

Mr Howden said GFW still had to publish its offer document, and it had been important to activate the politicians before the parliamentary recess begins on Friday.

He emphasized to MPs that the bid would be highly leveraged, requiring funds to be diverted from product development for interest payments.

Reliant placing to finance US model

By Carol Ferguson

Reliant Motor, the car manufacturer, is raising £1.046 million net of expenses by way of a three-for-five rights issue to finance a new version of the Scimitar two-seater open top sports car. The car is being developed for the US market with the New York company Universal Motors Group.

Mr Cyril Burton, Reliant's managing director, said if he did not get the Scimitar into the US it would eventually die.

The funds would be used to

eliminate borrowings, but once production was under way, the company's overdraft facility would be available to finance increased production levels and work in progress for projected volumes in the US of no fewer than 2,000 cars a year.

The company said in view of the modest first-half profit, and the current reorganization within the group, it would not be prudent to make a full-year profit forecast at this stage.

Speakman rejoins dividend list

By Our City Staff

Sutcliffe, Speakman, the specialist chemicals group being built up by Mr Nick Wilkes, is returning to the dividend list for the first time in nearly 10 years, with pre-tax profits for the year to end-March up by 64 per cent to £1.62 million.

Shareholders will receive a final payout of 2p, the first since 1979. The shares surged

11p to 132p on the news.

Operating profits were up from £1.68 million to £1.92 million, and the group has benefited from the sale of its brick plant, which made a £351,000 loss last time.

But Mr Wilkes, the chief executive, said the main evidence of recovery would be seen in the next financial year, when capacity at its carbon

factory at Leigh, Greater Manchester, will have doubled, and the merchandising side would be benefiting from marketing reorganization.

For the year under review, operating profits at the activated carbon business were broadly similar at £1.62 million, while environmental engineering contributed £402,000.

Battery acid at Chloride

Another round in the long-running battle between Sir Michael Edwards, the gritty chairman of battery group Chloride, and his relentless critic, Dr Maurice Gillibrand, leader of the company shareholders' action group, is due to take place at today's annual meeting in London. Dr Gillibrand, now retired, is travelling from his home in Bangor, north Wales, in order not to miss his once-a-year opportunity to cross swords with Sir Michael. Dr Gillibrand, who used to be head of research at Chloride, says he is alarmed by the company's decision to spend £7 million on buying a stake in Altus Corporation, a Californian company which has established a lead in advanced lithium battery technology. He said: "The company got into trouble the last time it expanded in the United States, in the 1970s, and it cost us a lot of money to get out. I don't think we should run the risk of repeating the same mistakes." Dr Gillibrand has already tried to win a seat on the Chloride board, and has been strongly critical of Sir Michael's leadership. Sir Michael is also likely to face questioning over City speculation concerning a management buy-out of the company.

Following Mrs Thatcher's reorganization of the DHSS, one sharp-witted reader asks how long it will be before the new Department of Social Security becomes popularly known as the Doss House.

THE TIMES CITY DIARY

Sainer's Hills and dales

Leonard Sainer, the life president of William Hill, the bookmaker, had to present the prizes at Goodwood, rather than accept them. Sainer, who once ran Sears Holdings, the Selfridges to Mappin & Webb Group, and is also one of the lawyers who founded Titmus

Sainer Webb, the City firm, handed over a trophy and £36,000 in prize money to the owner of Rotherfield Greys, which won the second race, the William Hill Stewards' Cup. Sainer's own horse, Park Street, had unhappily failed to show in the first race.

Ladies' day

Once a property man, always a property man. Ronnie Lyon, whose property empire has twice gone bust, was at Glorious Goodwood yesterday but only in spirit. Ever the landlord, his magnificent private box overlooking the South Downs was rented out to Ervin Landau, chairman of Dares Estates, the property company, and a handful of his directors. The board of Dares, which has just launched a £25

million fund-raising exercise, could be forgiven for taking a day away from the office to entertain fund managers and persuade them to support their open offer. But instead of being grey-haired, pin-striped City gents, most of their guests were, I can reveal, women — albeit impeccably dressed in dark suits.

Fame at last

Peter de Savary was the man of the moment in the City yesterday. Besides grappling with the legal action barring his yacht, Blue Arrow, from the America's Cup, he was thrashing out the merger details — which proved, in the end, to be fruitless — between his LandLeisure group and brewers Devenish, and unveiling a big expansion of Highland Participants. So it was not surprising that he was greeted by a small throng of reporters when he arrived at a London hotel, where a guest at the hotel was heard to observe: "Do you realize who that is? It's Elton John."



Cash flow

According to the Bureau of European Consumers' Unions, the Brussels-based lobby group, you can spend a fortune in Europe without actually laying out a single centime. The bureau, which is calling on the European Commission "to make clear proposals for a common market in currencies to avoid extra burdens to travellers," has been totting up the expense of changing money within the community. For example, if a traveller starting in Brussels on a trip to 10 European cities with BF40,000 changed the entire sum to local currency each time, but spent none of it, he would return to the point of departure with just BF21,300 — or 46.75 per cent less than the original sum. The average cost of changing money is between 2.5 and 3 per cent, but it can rise to as much as 20 per cent when it comes to weaker currencies like Portuguese escudos or Greek drachmas.

Top tip

Could this be some stock market advice from the pundits at Goodwood? Lord McAlpine had two horses running in the William Hill Stewards' Cup — Our Jock and Pick of the Pack — and the form guide in the official race programme said of the latter: "Could prove a good each-way investment this year." Does the same apply to Alfred McAlpine shares, I wonder?

Carol Leonard

Merged group at £861,000

United Industries, born out of last December's merger of United Spring & Steel Group with Ratcliffe Industries, made pre-tax profits of £861,000 for the transitional six months ended April 2.

Of this result, the USSG companies contributed £203,000 and the Ratcliffe companies £658,000. Whereas Ratcliffe comfortably exceeded its forecast made at the time of the merger, it was a disappointing result from USSG. The group is recommending a final dividend of 1.2p a share.

RECENT ISSUES

Acad (135p)	146-2
BMSS (118p)	122
Broadland Land (155p)	176
Bucknell Aust (110p)	122
Builder Sp (125p)	157-1
Calveley Inv (145p)	185
City of London (125p)	158
Coletex Fowler (125p)	150
Colony (150p)	98
Corcoran (150p)	57-1
Cory (140p)	91
Eng O'Shea Prop (155p)	138
Erskin Group (155p)	168
Heritage (50p)	185-15
Herring Son (180p)	151-1
Hickars (60p)	85
Jackson Group (115p)	112
Linat Group (115p)	185-7
Palmerston Hds (115p)	240
Optim Sp (115p)	61-1
Southampton Bce (130p)	140
Swells (125p)	132-3
SCRCorp (115p)	218-1
Savoy-R (80p)	95
Sonic Tape (15p)	14-1
Robert Shop (140p)	151-2
TGI (130p)	145-1
Turns (140p) (80p)	91
Thornons (125p)	132
RIGHTS ISSUES	
Booker N/P	68-1
City Gate N/P	35-13
Evans Hobbies N/P	20-1
Foster (John) N/P	245
Maclean Glen N/P	72-2
Nat Aust Bk N/P	137
Nat Telecom N/P	44-1
Reliant Motor N/P	
Sonic Tape N/P	

PUBLISH AND BE DAMNED!

With every COMPAQ 386/25 model 110 VGA colour system:

- FREE HP Series 2 Laser Printer
- FREE PageMaker Software
- FREE MS Windows 3.0
- FREE Mouse and FREE delivery!

Ring OSIRIS today on 01-881 6433 for all your COMPAQ and Desktop Publishing needs.

Osiris Micro Brokers, Queens House, 2 Holly Road, Twickenham, Middlesex, TW1 4EQ. Fax 01-882 3984.

Audited Compaq Dealers

COMPAQ OSIRIS MICRO BROKERS

'A year of considerable progress'

PRE-TAX PROFIT UP 13.3%
to £12,945,000 (1987 £11,427,000)

TURNOVER UP 1.9%
to £73,546,000 (1987 £72,181,000)

EARNINGS PER SHARE UP 17.1%
to 9.74p (1987 8.32p)

TOTAL DIVIDEND
PER ORDINARY SHARE UP 13.7%
to 2.90p (1987 2.55p)

The continued efforts we are putting behind our brands, particularly Pedigree, and our commitment to retailing should show significant benefits in the future

Michael Hurdle, Chairman

Marston's

BREWERS OF TRADITIONAL BURTON-ON-TRENT BEERS

Copies of the Report & Accounts available from: The Secretary, Marston, Thompson & Evershed p.l.c., The Brewery, Shobnall Road, Burton-on-Trent, Staffordshire DE14 2BW

The contents of this statement, for which the Directors of Marston, Thompson & Evershed p.l.c. are jointly responsible, have been approved for the purposes of Section 27 of the Financial Services Act 1986 by an authorised person. Past performance is not necessarily an indication of future performance.

se

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

by fear
ti-Aids d

MEDIA & MARKETING

Football: who really needs it?

OPINION

Peter Bowman

The televising of football has always been a contentious issue between ITV and BBC. As contracts with broadcasters expire, lengthy negotiations take place in the run-up to the next soccer season. The offer to the Football Association by the satellite television station BSB has added further controversy, and highlights the importance and prestige which broadcasters attach to the game.

But is too much importance being placed on it? Advertising agencies do not share the broadcasters' enthusiasm for the game, which has a down-market audience profile. Football returns a healthy investment for television companies, with advertising revenue for their television network from live games often amounting to £1 million a game. Indeed, even more may be paid for first-rate matches in the later stages of certain competitions. It also attracts lucrative sponsorship agreements with major corporations. Last summer Barclays Bank and the league agreed on a record £4.5 million three-year sponsorship deal.

However, advertising agencies do not see the televising of sports such as football as necessarily the best place to sell their clients' products. The Broadcasters Audience Research Board is responsible for the reporting of television ratings for ITV and the BBC. Its figures show meagre ratings for sport as a whole. Football is no exception, proving particularly weak in reaching up-market audience types.

ITV, conscious of the performance of its programming, regularly researches output in an attempt to improve scheduling and increase audiences. One recent study carried out on behalf of ITV looked at how interesting and enjoyable male viewers found different sports. "Live" athletics events came out highest. "Live" football did not get into the top five, while

"recorded" football could only scrape into ninth position, sandwiched between tennis and Rugby.

Football on television attracts a declining minority. Even snooker, often regarded as the great success story of television sport, does not score outstandingly. A recent study examined audience patterns for snooker tournaments on BBC and ITV in 1987. Snooker attracted high audiences but only in off-peak viewing and on the minority channels which do not often produce large audiences. The report concluded that "old films now attract higher audiences than sport..."

Relatively few people play football on a regular basis. In terms of sport participation, soccer ranks only ninth in the United Kingdom, with only 5.4 per cent of adults playing. Swimming, chess, darts and badminton all have higher participation rates.

Interest in football is male-oriented and carries a down-market profile, yet the television advertisers who are becoming the big time buyers are in such categories as cars and finance and they are hunting the up-market viewer, the elusive ABC1 audience. Football's down-market profile does not compare favourably with sports such as tennis or golf.

Such factors diminish the value of the game to the advertising fraternity. Whether because of crowd violence, inadequate spectator facilities or poor play, football has a tarnished image, and advertising agencies are beginning to ask whether it is the right television environment for their clients' products.

Given that both terrestrial and satellite stations are bidding for football coverage next season, one can only suppose this is because it is such a high profile event rather than because it is a particularly valuable commodity.

Peter Bowman is media research director of WCRS Matthews Marcontonio.



How they will sugar the pill: the new campaign for Sweetex aims to turn "a problem product into a normal product"

Minding that child

How Louise Brown turned a press agency inside out

The birth of Louise Brown, 10 years ago this week, has an enduring place in the Guinness Book of Records: her title, "The World's First Test-Tube Baby", ensures it. But according to Fleet Street mythology, the date also marked a peak in the history of chequebook journalism.

The *Daily Mail*, it was said in El Vito's, had paid £250,000 for the front-page photograph and story of the new-born miracle; and had recouped almost as much within the hour by re-selling some of the foreign rights.

For Louise's tenth birthday this week, however, the *Mail* was not invited to bid. Among the journalists who grew up on those stories of money and muscle were the seven young reporters and photographers of the Bristol Press and Publicity Agency who, to their mild astonishment, found themselves appointed the family's Press agents earlier this summer.

"One of the first things we had to do as their agents was to tell the *Daily Mail* not to bother," explained Keiran Daly, one of the three men who started the agency two years ago.

"We knew the birthday was coming up; the Browns are a local family. One of our lads talked to

them and sort of offered to run things — really expecting that one of the nationals would have them already signed up — yet they jumped at it. I don't think we knew what we were letting ourselves in for. Louise's birthday brought the agency almost to a standstill at times."

They soon found that even unique 10-year-olds do not command the fees of the new born. "We were not talking about a fortune. Not even thousands," said Daly. "We offered all the tabloids exclusive pictures and interview for a few hundred pounds. None of them wanted to know."

Eventually, the British rights were sold to *Woman* magazine, for an interview which appeared on Saturday, and *The Sunday Times* and *Sunday Mirror* shared a second bite at the story. The foreign Press, Daly said, seemed better at dealing with money than the British media.

"You got an instant decision, and some even turned up with the money in £20 notes."

A few hundred pounds from an Italian television company and smallish fees from an American daily newspaper, magazines in Spain and Italy and radio stations in Australia and Canada, all sweetened the pot. But what of big-spending television? "Well," said Daly, "ITN did not actually pay; they gave the family a video of all the old footage they had done on Louise." And the BBC? "Well the Browns don't think you can ask them for money."

So in total, from perhaps two dozen interviews and as many photographs, the Brown family benefited by perhaps one thousandth part of the monies they were supposed to have made in 1978. In any case in one interview this week Louise's father was scornful about those first pots of gold.

"He was quoted as saying the family got only about £18,000 after tax," Daly said. "There is no doubt he feels he was ripped off; that millions were made between the media, and very little came to him." "It is not our policy to reveal the figures," said a spokesman for the *Daily Mail*. "We were not ungenerous. We are happy that they were well looked after."

David Courtneil

A Scots must?

Scottish Sunday papers will face a new challenge next month

Five years after the collapse of the *Sunday Standard*, a new paper will arise on August 7 in the shape of *Scotland on Sunday*, with a target of 90,000 ABC1 readers.

The *Standard* has bequeathed to its successor a healthy residue of good will and definite proof that a substantial Scottish appetite for an indigenous quality exists. Scots are often irritated by the general metropolitan bias of the London-based papers. The *Sunday Times* has moved to counter these complaints by printing in Glasgow, but omits look favourable for the new paper.

Scotland in August 1988 is markedly different from the recession-plagued country in which the *Sunday Standard* failed to prosper. Its demise was due to a combination of high overheads and lacklustre support from the advertisers. *Scotland on Sunday*, by contrast, has direct input and faces a Scottish economy which, in patches, is remarkably buoyant.

In addition, the Scottish Sunday itself has undergone a radical transformation. While archaic laws stifle Sunday enterprise south of Hadrian's Wall, the typical Scottish Sabbath is not spent in the Kirk but in discount DIY warehouses, department stores, and the pub.

The Scots also have a voracious appetite for newspaper — their per capita consumption puts them at the top of the world rankings. The national quality dailies make comparatively little impression on either *The Scotsman* (93,000 circulation) or *The Glasgow Herald* (120,000) whose interminable rivalry is emblematic of the great East-West divide in central Scotland. *Scotland on Sunday*, like the *Standard* before it, hopes to bridge this chasm.

The paper is also conscious of the tightrope it must walk in Scotland's uneasy political climate. "We are going to be politically independent, tending to be supportive of enterprise without being partisan," said deputy editor Brian Groom, formerly the *Financial Times*' news editor. "We shall attempt to be constructive — to banish the popular image of the whinging Scot."

Al Senter

© Times Newspapers Ltd 1988

TELEPHONE SALES PROFESSIONALS

£20,000 to £30,000 +

Kensington Publications Ltd is a small, friendly and rapidly expanding publishing company based in Belgravia.

We publish under contract to prestigious organisations such as the English Tourist Board and Aston Martin Lagonda, and we urgently require several highly motivated, articulate and successful sales people who can negotiate at senior management level.

Ring Gordon MacSporran on 01-630 5596

ASSISTANT MARKETING MANAGER

We are BICC Components and a part of the Cables Group of BICC Plc. We are also in our own right, the U.K.'s leading manufacturer of electrical components needed to complete a cable installation.

Following a multi-million pound investment, we now seek to recruit a marketing professional.

Reporting to the Marketing Manager, you will be responsible for helping to formulate marketing and promotional plans as well as run tactical campaigns to increase demand for new and existing ranges of products.

Ideally below 35 and of a graduate level, you should be able to demonstrate real achievement in a brand or product management position, gained within a professional marketing environment.

We offer an attractive employment package, including all the additional benefits usually associated with working for a major employer.

Please write will full curriculum vitae to:

Mr. I. Forsyth, Personnel Resources Manager, BICC Components Ltd., P.O. Box 4, Hall Lane, Prescott, Merseyside L34 5UR.

Press Officer

We are the UK subsidiary of Honeywell Inc. of Minneapolis, the World's No. 1 Control Systems Company, providing integrated systems solutions for Commercial and Residential Buildings, Industrial Automation and Aerospace and Defence. Over 50 years in the UK we have developed an excellent reputation for meeting customers needs by maintaining high quality standards.

This is a superb opportunity to develop your skills and career in Public Relations in a large international and successful company.

Based at our headquarters in Bracknell, you will be responsible for writing, editing and monitoring all corporate and product-related press information to ensure effective exposure in national, regional and trade press. You

will also be responsible for co-ordinating press visits, product launches and various other media-related activities.

Ideally, you will have at least three years' experience in a Press Officer or related environment. Excellent verbal and written communication skills are essential.

In return we offer a highly competitive salary, benefits package and the career prospects you would expect of a successful market leader.

Please call Eileen Williams on (0344) 416396 for an application form, or write to her enclosing a brief CV at Honeywell Control Systems Limited, Charles Square, Bracknell, Berks. RG12 1EB. Please quote Ref. COMMS/1. We are an equal opportunity employer.

Honeywell

Helping you control your world

publications and information executive

Corporate Headquarters
London S.W.1.

Age range 27-34

Up to £18,000 + benefits

BAT INDUSTRIES

BAT Industries is one of the world's largest enterprises with interests in financial services, retailing, paper and tobacco.

An opportunity has arisen for a young and enthusiastic professional to join our small Public Affairs Department.

This position will primarily involve editing and producing the Group's management journal "Outlook" and a variety of other in-house publications; originating articles; proof reading; and liaising with designers and printers. The job will also involve supervising an Information Assistant responsible for the daily Press Cuttings service.

Ideally you will be a graduate with several years' relevant experience. You should have well developed writing and editing skills and the willingness to use a word processor. A creative approach and the proven ability to communicate clearly and tactfully are essential together with the flexibility to handle a wide range of Public Affairs tasks.

This excellent career opportunity carries an attractive salary and significant benefits including non-contributory pension scheme and BUPA.

Please send comprehensive c.v. to:-

Mark Parker, Personnel Manager, BAT Industries p.l.c., Windsor House, 50 Victoria Street, London, SW1H 0NL

BOOK DESIGNER

Edward Arnold, the Educational, Academic and Medical Division of Hodder & Stoughton has a vacancy for a Book Designer.

The position entails the design and typographical planning of text and covers for educational books.

Ideally the applicant should have a degree or diploma in Graphic Design and preferably experience in book design.

The post is based at our Sevenoaks office.

To apply, please write enclosing full CV and quoting current salary to:

Mrs Joan Mallett, Personnel Manager, Hodder & Stoughton Limited, Mill Road, Dunton Green, Sevenoaks, Kent TN13 2YA

THE BERTRAM GROUP MEDIA SALES DIVISION

A CAREER IN PUBLISHING

Having shown commitment over three years to achieving your degree you must be looking to use this qualification to secure a better career option.

It is accepted that high salaries are commanded by people with an exceptional skill, creative experience or those producing revenue within a sales environment.

We can offer you the opportunity to enter into the fast moving and lucrative industry of Publishing where you will be trained in the art of sales and advertising, commencing an above average salary that is directly related within an environment where you can rise through management to publisher within five years.

If you believe you have the commitment, attitude and talent to succeed in this industry then call us and tell us why.

Jo Cooper, Karen Haslam, Frank Perkins
Bertram Group
58 Houndsditch
London EC3A 7DL
Tel: 01-479 4889
Recruitment Consultants
Part of Task Force PLC.

GRADUATES

Do you need:
• Career prospects
• Professional sales training
• Good basic salary and commission
We can put you in touch with our clients who are top publishing houses. London "rolling" young, enthusiastic graduates to train for a career in media sales.

To find out more contact Geoff or Heather on 01-430-1183 extn. 2186
The Career Partnership, Premier House,
77 Oxford Street, London W1P 0ES

MEDIA & MARKETING

Jacques Séguéla, France's advertising legend, is on the prowl for London agencies. E. Jane Dickson met him in Paris

Ads sans frontières

High above the Seine, in a cast iron building designed by Gustave Eiffel, Jacques Séguéla sits enthroned, like some squat saint in glory. Behind him is a wall-painting of Eiffel's more famous tower in orbit over the universe. In front of him is a penpot of international advertising awards.

Founder, chairman and creative director in chief of Roux Séguéla Cayzac et Goudard Advertising Worldwide, Séguéla controls a creative empire spanning four continents. An annual billing of £3 billion accrues to the Paris headquarters from agencies in 10 European countries, Africa, the Middle East, the Far East and the United States. In June the company acquired a 51 per cent equity in the Chicago-based agency Tatham-Laird and Kuder, a deal that propelled the RSCG network into the world's top 20. This month, it is hunting new agencies in both New York and London, a move that is bound to alter its relationship with Colman's, the current UK affiliate.

A self-confessed megalomaniac, Séguéla is a legend in his own right. Born in 1934, he gained a PhD in pharmacy, broke several rally-driving records and became editor-in-chief of *France-Soir*, Paris's leading right-wing tabloid. Then, at the age of 30, he launched himself into advertising with partner Bernard Roux.

Roux-Séguéla's first job in 1970, achieved instant *succès de scandale*. An advertisement in *L'Express* showed the then President, Georges Pompidou, at the helm of a Mercury speed-boat. "When the campaign broke," Séguéla recounts gleefully, "the Elysée administration threw a fit, the paper's print run was halted for the first time in history, and I was assured the notoriety I craved."

Four years later, Séguéla made headlines again when he simultaneously developed poster campaigns for all three presidential candidates - François Mitterrand, Jacques Chirac and Valéry Giscard d'Estaing. Thus established as a king-maker, he swore fealty to Mitterrand and went on to create winning campaigns for the Parti



Revolutionary spirit: Jacques Séguéla says "the ad man's only moral obligations are to shift his client's stuff"

Socialiste - "La Force Tranquille" (1981) and "La France Unie" (1988) - which provoked as much controversy as the policies they represented.

Séguéla's allegiance to socialism is purely professional. He voted for a right-wing party in the last election and brooks no criticism of his flexible ethics. "I am not required to have political opinions," he says. "I

am required to have political ideas. The ad man's only moral obligations are to shift his client's stuff - be it soap powder or politics - and to honour the integrity of the product. The singular and cardinal sin of advertising is the unsubstantiated claim."

This professional credo is based on Séguéla's "star system" - an advertising genre that has abandoned traditional copy strategy for the all-out pursuit of brand personality. The tenets of this philosophy are set out in his inspirational text *Hollywood Washes Whiter*, published by Flammarion in 1979. In it he exhorts his followers to "leave without shame or regret the deadly Styx of publicity and approach the living banks of communication". It comes as no surprise that Séguéla's

car has a different USP in every country in Europe. The British buy it for its stability and social standing, the Swedes buy it for its security, the Germans for its strength and engineering, the Italians buy it because it goes "vroom vroom" and the French buy it for its beauty. Only by tuning into the common language of adventure can you make one product fit so many criteria simultaneously.

An admirer of De Gaulle, Séguéla is fiercely patriotic and committed to the championing of French advertising in the international market. "I once asked François Mitterrand what he hoped to get out of being President. 'The satisfaction of knowing that France will be significantly different at the end of my tenure,' he replied. I share this ambition. The dream of my life is to establish a new advertising ethic for France that will shine out over the entire world."

hero is Sam Goldwyn of Metro-Goldwyn-Mayer.

"Goldwyn was the first great star-maker of our age," he explains. "He knew that along with the basic physical properties of the product - great legs for Dietrich, great biological agents for a washing powder - the vital elements of success were character to create a lasting impression and style to seduce."

Mitterrand and Woolite soap-flakes are Séguéla's favourite star-system successes. Woolite's original unique selling proposition (USP) was its low-temperature usage. Séguéla ignored this and turned the brand into the indispensable psychological prop of beautiful women like Sylvie Vartan, Jane Birkin and Romy Schneider. Mitterrand's original USP was socialism. Séguéla ignored this and turned him into "l'homme tranquille", France's favourite uncle.

"Mitterrand is a man of great experience, serenity, honour and intellect, but he lacked that sellable glamour," Séguéla says. "Now he's got what it takes." For Séguéla, the forthcoming European market of 1992 and the inevitable increase in pan-European advertising is one more vindication of the star-system's excellence.

"The British have always maintained that barriers of taste and humour are insurmountable in pan-European advertising, but a good commercial will work anywhere in the world. Glamour and fantasy translate into all languages. Every European understands and identifies with James Bond, *Chariots of Fire* and *Raiders of the Lost Ark*. We have based our pan-European Citroën campaigns on the same premises of spectacle and adventure."

A car has a different USP in every country in Europe. The British buy it for its stability and social standing, the Swedes buy it for its security, the Germans for its strength and engineering, the Italians buy it because it goes "vroom vroom" and the French buy it for its beauty. Only by tuning into the common language of adventure can you make one product fit so many criteria simultaneously.

An admirer of De Gaulle, Séguéla is fiercely patriotic and committed to the championing of French advertising in the international market. "I once asked François Mitterrand what he hoped to get out of being President. 'The satisfaction of knowing that France will be significantly different at the end of my tenure,' he replied. I share this ambition. The dream of my life is to establish a new advertising ethic for France that will shine out over the entire world."

BYLINES

Talking about talks

LBC, London's news and speech-based commercial radio station, has commissioned the biggest audience research project in its history to determine if it should launch a separate FM service in the autumn.

Independent local radio stations such as Capital Radio have already launched new programme schedules on FM in addition to their AM output, and the increased airtime has intensified competition for advertising revenue.

The stumbling block to a new LBC channel would be a refusal by the IBA to allow it to broadcast music and loosen its strict news and speech franchise remit. Peter Thornton, the station's editorial director, said: "Another all-speech service would be extremely expensive to launch."

He added: "It's a difficult decision, but we will have a view of what the research tells us by the autumn."

The research has already overturned one presumption: more than half of its 2.5 million weekly audience listens on FM already, so LBC's AM frequency would be the likely home for a new service.

No Grub Street

Journalists on the *Daily* and *Sunday Telegraph* have been in a mutinous mood since their arrival in "Dry Docklands". But they have been cheered by the management's belated agreement to allow the sale of alcohol in their floating staff canteen, along with blinds in their offices to combat a "greenhouse effect".

The aesthetically-minded management, however, is insisting the blinds must either be all up or all down at any time. But *Telegraph* journalists are better off than their counterparts at *The Independent*, whose canteen has shut to make room for the impending Saturday magazine.

Poor Taste

Taste, Britain's only surviving glossy cookery magazine, is being sold by BEAP, the puzzle magazine publishers, to Focus Investments, a magazine and exhibitions group, which only last week bought *Video For You*. Focus, chaired by former international Thomson chief executive Sir Gordon Branton, have 10 computer and technical publications, plus *Collectors' World* (antiques) and *The Clothes Show Magazine*, a joint venture with the BBC. *Taste*, which lost about £500,000 last year, sells only 50,000, but Focus chief executive Richard Hease sees hopes for synergy with Focus exhibitions. Perhaps a wine and food show in London would whet the appetite?

EMAP MacLaren, planning a £1 million launch in October of a weekly TV industry magazine, *TV Week*, to compete directly against International Thomson's *Broadcast*, have not earned the admiration of potential advertisers in the television facilities market by suddenly sacking George Jarrett, the respected veteran editor of the monthly magazine *Television and Video Production*.

Briefing...

Owen Oyston, owner of Lancashire's Red Rose group of commercial radio stations, is increasing his domain along Britain's North West coast with the purchase of the Dublin-based Sunshine pop pirate, whose signal crosses the Irish Sea... BBC golden boy Nick Ross is fronting this weekend's international police-watch on ITV, 999. *Police International*, a firm indication of the impact of the Beeb's imminent new guidelines which will restrict its current affairs presenters' current freedom to make highly lucrative appearances in corporate videos. Wholesale desertions are expected... Discussions between Phil Radmond, creator of the Channel 4 soap *Brookside*, and Canadian production companies suggest he is considering leaving his independent Mersey Television and establishing a new base across the Atlantic to launch an assault on the Canadian and North American markets...

David Housham

ASSISTANT HEAD OF MARKETING

Royal Liver Assurance, a major national life assurance organisation with funds of over £200 million, is seeking to fill a newly created senior managerial position in its expanding Marketing Development Department.

Reporting to the Marketing Development Manager the successful candidate will head the running of the department, directing and controlling the work of a busy marketing team which includes an in-house creative section. Very strong administrative, control and organisational skills are essential. Ideally, candidates background will include at least 4 years experience at a responsible level in a general marketing environment, preferably financial services related. Applicants should possess a relevant degree level qualification, good verbal and written communication skills, an ability to manage staff and to liaise with all levels of other management.

In addition to an attractive salary, the position offers a profit-related bonus, generous concessional mortgage facilities, excellent contributory pension scheme and relocation expenses where necessary.

To apply please write, enclosing full C.V. and current salary to: Mr. J.E. Scott, Personnel Manager, Royal Liver Friendly Society, Royal Liver Building, Liverpool L3 1HT

ROYAL LIVER ASSURANCE

GENUINE OPPORTUNITIES FOR A SALES CAREER

CORNHILL PUBLICATIONS are leading international publishers of prestige business books. This year we shall be launching a further six major international titles dealing with finance, business and technology.

We are looking for men and women who are genuinely interested in either commencing or continuing a career in Advertising sales with a first class Publishing Company.

You will probably be between 22-35 with some sales experience, although that may not be necessary. Above all you must have drive, personality and absolute determination to succeed. Our commission structure is designed to create realistic earnings of between £22-£45K per annum.

If you are ambitious and have the confidence to present at the most senior level then call Chris Humphreys or Julien Wildman on 01-240 1515.

INDEPENDENT CONSULTING AND MANAGEMENT CO. LTD.
We are a fast growing subsidiary of a major PAN EUROPEAN MANAGEMENT CONSULTANCY GROUP. We now have vacancies to fill the position of:

Delegate Consultant

The successful candidate will be over 25, well organised with a good general knowledge of the willpower to succeed and able to negotiate at a Senior level. Comprehensive training and assistance will be given. As a Delegate Consultant you are responsible for the development of business with small and medium size companies in your region. This position offers a high income with all possibilities of fast promotion.

ICMC

Phone
Brian Cannon in London on 01 541 5171
on Wednesday 27 July or
Thursday 28 July

Edward Arnold
THE EDUCATIONAL, ACADEMIC AND MEDICAL PUBLISHING
DIVISION OF HODDER & STOUGHTON

BOOK DESIGNER

Edward Arnold, the Educational, Academic and Medical Division of Hodder & Stoughton has a vacancy for a Book Designer.

The position entails the design and typographical planning of text and covers for educational books.

Ideally the applicant should have a degree or diploma in Graphic Design and preferably experience in book design.

The post is based at our Sevenoaks office.

To apply, please write enclosing full CV and quoting current salary to:

Mrs Joan Mallett, Personnel Manager,
Hodder & Stoughton Limited,
Mill Road, Dunton Green, Sevenoaks,
Kent TN13 2YA

MEDIA AND PARLIAMENTARY MANAGER

from £17,000

THE GENERAL COUNCIL OF BRITISH SHIPPING is the UK Shipowners' trade association and employers' organisation. It lobbies Government and Parliament, and negotiates pay and conditions for the Merchant Navy and supplies crew for ships.

We seek an experienced person to handle our press, radio, TV and Parliamentary relations and other external affairs. In addition to press releases and maintaining day to day contact with the media (including specialist journals) on a range of shipping matters the manager, with an assistant, is responsible for a press cuttings and Parliamentary service, including a regular contact programme with Members and Peers. Other communications work includes the Council's Annual Report, British Shipping Review, speeches for the President and senior staff and the presentation of information to member companies and staff of GCBS.

Our ideal candidate will therefore have a track record which demonstrates sound media experience and a good working knowledge of the Parliamentary machine. Essential personal qualities are enthusiasm, drive and good communications skills. A flair with words is naturally important and a knowledge of shipping would be an advantage.

Located in the City, we have a good pension scheme, medical insurance and luncheon vouchers.

Please write your career history to:
Mr J Buckley,
General Council of
British Shipping,
30/32 St Mary Axe,
London EC3A 8ET.

GENERAL COUNCIL OF
BRITISH
SHIPPING

BBC

BBC Cymru Wales News & Current Affairs Department

Parliamentary Correspondent

BBC Wales wishes to appoint a Parliamentary Correspondent who will contribute to *Newyddion Sathl* and Radio Cymru from the Parliamentary studio in the Houses of Parliament. Duties will include preparation of reports, conducting interviews, writing commentaries for film and PSC and creation of topical material for news and current affairs programmes on radio and television.

You will need journalistic experience; a thorough knowledge of Welsh affairs; a good microphone voice; the ability to work fast and correctly under pressure. A current driving licence and complete fluency in the Welsh language are also essential. (Ref. 7423/T)

Political Correspondent

The political correspondent services the Department's extensive English-language output including the nightly TV News programme *Wales Today*, Radio Wales News plus two weekly current affairs TV programmes.

This is a key post which will require wide and comprehensive knowledge of the political scene in Westminster and in Wales, including local government. This demanding role for an experienced journalist requires the ability to maintain contacts at all levels, deliver a consistently high level of reporting and the ability to analyse and interpret political events impartially and authoritatively.

A good microphone voice and presentable appearance on screen are essential. Must have a current driving licence. (Ref. 7422/T)

Both posts will involve working in both London and Cardiff and are available as two year contracts.

Salaries £18,492 - £24,005 p.a. plus an allowance of £1,114 p.a.

Contact us immediately for an application form (quoting appropriate ref. and enclosing s.a.e.). Appointments Unit, BBC, Broadcasting House, Llandaff, Cardiff, CF5 2YQ.

News Producers Radio Merseyside

We are looking for two lively and enthusiastic news producers to work at our Liverpool and Chester studios.

You will prepare and produce bulletins and news and current affairs programmes including interviewing, reporting and presentation, and news-reading, sub-editing and assembly of bulletins operating all studio equipment. You will be involved in public relations and publicity work and you may also be required to compile and present topical sequence programmes and features reflecting aspects of local life. Frequent evening and weekend work.

Proven journalistic experience at sub-editor or reporter level; good microphone voice, ability to operate technical equipment and work under pressure as part of a small, integrated team and current driving licence essential. You must be prepared to live close to the Station.

A knowledge of the Station's editorial area and audience and experience in broadcasting techniques would be an advantage.

Salary £11,371 - £16,080 plus an allowance of £1,114 p.a.

For further details contact Ian Jodson on 051-708 5500.

For application form please telephone (quote ref. 9756/T) BBC North West Recruitment on 061-236 8578.

Completed application forms should be returned by Wednesday August 10th.

We are an equal opportunities employer

Published by BBC Corporate Recruitment Services, London W1A 1AA

INTERNATIONAL EXHIBITIONS AGENCY

requires motivated men or women to assist in marketing and selling. Candidates should be around 20 years old, well educated, and capable of using a second European language. Previous experience desirable, as well as keyboard skills, and ability to write clearly and concisely.

Good salary and career prospects offered to the right person.

Please write, enclosing curriculum vitae to:

Mrs. U. Bala, Director,
Overseas Trade Show Agencies Ltd,
11, Manchester Square, London W1M 6AB.
Tel: 01 457 3164 or 457 5931.

TELESALES MANAGER

required to start new department of sales in First Street area. Top class advertiser with right attitude in fastest growing advertising medium in the UK.

David Jensen
01-555 5242

CREATIVE, MEDIA & MARKETING APPOINTMENTS

NSPCC

Fundraising Assistant
Central London

We are looking for an energetic, self motivated and creative individual to join our London Appeals team, which raises substantial funds for the NSPCC through London Committees and various Special Events.

The successful applicant will be required to assist the team with co-ordinating fundraising activities, and will need tact and diplomacy to communicate with people at all levels. You must have a flexible approach and be prepared to work some unsocial hours.

Applicants must have a car for which an allowance will be paid. Secretarial skills would be an advantage. No smoking in the office.

Salary £8,985 - £10,254 pa inclusive.

If you are interested, please apply in writing with a full CV to Personnel Department, 67 Saffron Hill, London EC1N 8RS. Closing date for applications: 12 August 1988. First interviews: Tuesday 16th August.

The NSPCC is an equal opportunities employer.

YOUNG GRADUATES

£30,000 within 2 years

The Computastaff Group, which comprises Computastaff, Synthesis, and Westminster Computer Projects, is one of the country's leading Computer Consultancies and Software Houses.

Our Head Office is in Surrey with branches in Westminster, Strasbourg and Amsterdam. We will shortly be opening further branches as part of our planned expansion programme.

Our policy is to promote from within, and as a result of this we now have vacancies for Graduates, aged 21-23, to be trained in Sales.

You should have a good degree, preferably in Business, Marketing or other 'Arts' subjects, and feel you have an aptitude for sales. You will have a choice of being based in Surrey, London, or the Midlands.

Initial salary will be £10,000, plus performance-related bonuses, going up to £12,000, plus a top of the range car, after a six months training programme. Thereafter you should be earning at the rate of £20,000 per annum within two years. High achievers can look forward to salaries in excess of £25,000 with excellent prospects for promotion.

Send your CV to: Alan J. Norris, Group Chairman.



COMPUTASTAFF

GATTON PLACE, ST. MATTHEWS ROAD, REDHILL, SURREY, RH1 1TA. Tel: 0737 774100. Fax: 0737 772949

RETAIL
CO-ORDINATOR

EARLIER THIS YEAR, DDA KNOWN FOR ITS INFLUENTIAL GRAPHIC AND RETAIL DESIGN FOR MAJOR BRITISH AND INTERNATIONAL CLIENTS, LAUNCHED THEIR OWN RETAIL SHOP.

THE SUCCESS OF THIS VENTURE AND THE NEED TO DEVELOP AND BUILD ON THE CONCEPT MEANS DDA IS NOW RECRUITING FOR AN EXPERIENCED AND DYNAMIC RETAIL CO-ORDINATOR.

THE CANDIDATE WILL HAVE EXTENSIVE EXPERIENCE OF THE BUSINESS AND OPERATIONAL BACKGROUND TO RUNNING A RETAIL OPERATION SUCCESSFULLY & DYNAMICALLY IN TODAY'S COMPETITIVE MARKETPLACE.

THE OPPORTUNITIES FOR THE RIGHT CANDIDATE IN THIS IMPORTANT POSITION ARE CONSIDERABLE.

SALARY AND PACKAGE NEGOTIABLE WITH EXPERIENCE.

PLEASE SEND A CV IN CONFIDENCE TO: LINDA TRAMPTON, COMPANY SECRETARY, DAVID DAVIES ASSOCIATES, 12 GOSWELL ROAD, LONDON WC1E 7HE.

NO AGENCIES PLEASE.

PUBLISHER

Dennis Publishing is a privately owned group with a turnover of £6M and employing over 80 people across three buildings in the West End of London.

A vacancy has now arisen for a publisher to take total responsibility for three new stand alone with a combined turnover of over £2M. The position reports direct to the MD and the board of directors.

We are seeking to recruit a person who is probably already working as a publisher and who has good all round experience of managing top 100 ABC titles. In particular we seek an in-depth knowledge of working with third party distributors to maximise highest street copy sales, of directing and stretching ad sales teams, and of controlling and motivating young and highly enthusiastic editorial and design teams.

The salary, bonus and car package will be very attractive for the right applicant.

Applications in writing to be accompanied by a full CV providing details of your current financial package and examples of your publishing experience to: Stephen England, Managing Director, Dennis Publishing Ltd., 14 Rathbone Place, London W1P 1DE. Tel: 01-631 1433.



Mei Smith and Griff Rhys Jones' production company

TALKBACK

requires an experienced corporate video producer

Write with details to:

Peter Fincham

Managing Director

TalkBack

33 Percy Street

London W1P 9FG

AREA SALES MANAGER
MAGAZINE ADVERTISING

£20,000 - £25,000

We are a well established, specialist Publishing Company producing magazines for Estate Agents throughout the United Kingdom.

As part of further expansion, we are seeking an Area Sales Manager to develop and control a sales team selling advertising space to professional services, local shops and businesses in promotional consumer magazines.

The position, based in the Midlands and Home Counties, will appeal particularly to someone aged 28-40 who is currently selling, although not necessarily in advertising, and looking for promotion into management. You will receive guidance and support from Head Office but must be energetic enough to lead by example in controlling and motivating the sales force.

This is a unique opportunity for someone seeking an interesting and challenging role in a successful and expanding environment.

Remuneration, which includes basic salary, over-riding commission and bonus, will be in excess of £20,000 in the first year, plus Company car and expenses.

If you genuinely believe you are suitable for the job, please telephone Keith Smith, Chairman, on (0423) 523666 or write to me at Estate Services Limited (Dept SM), 1/3 Haywards Crescent, Harrogate, North Yorkshire HG1 5BG.

BECOME PART OF OUR SUCCESS STORY
...A CAREER IN RECRUITMENT SERVICES

£ Very high earnings potential - Croydon based

Reed Computing is a division of Reed Executive PLC, one of Europe's most powerful recruitment services organisations.

The continued expansion of our UK branch network coupled to the fast-moving, dynamic nature of the Computing/IT industry, has created a number of new vacancies for career-minded young professionals to be based in our strategically important CROYDON branch.

Ideally, we would like to talk to graduates, aged mid/late 20s who have gained some solid experience working in the sales or recruitment, retail management, media, PR in fact, A/C CUSTOMER/CLIENT-ORIENTED ENVIRONMENT. In return we can offer a comprehensive training programme that will equip you with the skills to make rapid progress and help you take full advantage of genuine career prospects leading to senior management.

The high earnings potential is directly geared to the commitment you are prepared to make. So if you believe you have the tenacity and flair to become part of our success story, contact Charlotte Gishborne, on 01 680 3338 for further information. Written enquiries, addressed to her at Reed Computing, 52 George Street, Croydon, CRO 1PB, should include a full CV. Interviews will be arranged at the very earliest opportunity.

REED...computing

MULTILINGUAL
SERVICESPR/
MARKETING

The Managing Director of the European sales and marketing office of a US Software firm, is looking for someone with the necessary training and ability to revive the company's PR activities and in particular its literature. This involves researching the current market, and requires writing ability and European languages. A six months' assignment with a negotiable salary.

01 836 3794

22 Clarendon Road, London WC2N 6JH

BI-LINGUAL
(FRENCH)
MARKETING
ASSISTANT

Our Sales Director, Jill Lindsay-Wood, is looking for a Marketing Assistant to help with the increasing market share Source are obtaining in France. The successful candidate will probably be age 20-30, fluent in French both written and spoken.

Secretarial skills would be an advantage in this interesting opportunity in the marketing environment.

Excellent salary/remuneration package, including company car.

Tel: Jill Lindsay-Wood
Andover (0264) 56161.

ACCOUNT ADMINISTRATOR

Recruitment Division West End

Bastable-Dailey are a full service Advertising Agency with a highly successful and well respected Recruitment Division dealing with Blue Chip companies covering a wide variety of disciplines.

Expansion has created the need for an Administrator who MUST have had at least one year's experience with a Recruitment Advertising Agency or a similar period selling Sits. Vac. space for the media. You should also be able to demonstrate a keen eye for detail, self motivation and ambition.

In return we can offer a competitive salary depending on age and experience, plus good holidays and other benefits.

This is a really great opportunity to make a name for yourself in the industry. So don't delay, ring Vivien Bonrie TODAY on 01-408 1818.

BASTABLE-DAILEY
ADVERTISING & MARKETING INTERNATIONAL

CASA FINA
COVENT GARDEN

Requires an

Assistant
Manager

You must have retail experience at supervisory level and a flair for display and merchandising. Salary negotiable.

Please contact:

Liz Cleere, Manager,
CASA FINA,
9 Central Avenue,
The Market Covent Garden, London WC2E 8AH.
Tel: 01-836 0289

SALES ASSISTANT
for
W1 ANTIQUE
JEWELLERY
DEALERS

Age 20 plus. Experience and references necessary. Driving licence advantageous. Salary fully negotiable.

Telephone evenings 01 451 2870.

CHAINERS

QUICKSTEP INTO
MARKETING

Chainers Exhibitions Ltd organise a range of major UK trade and consumer exhibitions. Ensuring that our visitors and exhibitors are supplied on time with the right promotional literature requires careful planning and co-ordination of our mailing lists and close liaison with mailing houses.

As our Direct Mail Co-ordinator you will take sole responsibility for this section of our busy marketing department. Experience, though preferred is not essential. However you must have strong secretarial, organisational and numerical skills and be bright, eager and ambitious. You will also respond well to the challenge of tight deadlines.

You will enjoy the usual benefits of a large and successful company (shortly relocating to Richmond) and a salary according to age and experience.

Please write with CV to:

Andrew Carter Marketing Director,
Chainers Exhibitions Ltd,
58 London Road, Twickenham TW1 3SZ

DURNAN Linstead & ASSOCIATES

ADVERTISING SALES
£16,000 + Car

A major publishing house requires a field sales executive for one of their many leading technical publications. Basic salary £12,000 plus open ended commission, company car, pension scheme, life insurance and BUPA. Genuine career opportunities exist in the short term future with the company.

A good background in field sales is essential, however publishing experience is not.

Alastair Ames, Durnan Linstead and Associates,
3 Albemarle Street, London W1X 3HF. 01-408 1238.

LA CRÈME DE LA CRÈME



Joan Tree finally said, "Turn over", and the action began. Judy continued breathlessly. "When he called me his dolly and zoomed into ECU my pulse went out of sync but his hand held technique just made me dissolve. I wanted to freeze frame forever but he cruelly whip panned away and left me to fadeout."

If you have the right secretarial skills and have a rapport with the world of film and TV call Joan Tree in Covent Garden on 01-379 3515.

SECRETARY/PERSONAL
ASSISTANT

Required for Managing Director, able to take charge of busy Head Office of Property and Building Company in new offices in New Kings Road near Putney Bridge. Interesting and varied work. Excellent qualifications and references essential. Salary £13,500 depending on experience.

Write with full details to:

J A Barron, Lodge House,
Beaufort Street, London SW3 6AJ

Secretary/PA

Due to the recent promotion of the present incumbent the Managing Director and Financial Director of Westminster Health Care Limited, a leading provider of long-term care for the elderly, require a bright and enthusiastic Secretary/PA to assist them.

At least 2 years experience at Director level in a medium to large Company will be necessary in order to carry out the duties of this post together with a minimum of 5 years' experience.

We will pay an attractive salary for the right candidate. Please apply in writing enclosing your CV and quoting your present salary to:

Marjorie Harris

Westminster Health Care Limited

Human Resources

25 Haymarket

London SW1Y 4BN

(envelopes should be marked 'Private and Confidential')

MARKETING
W2

Our Marketing Director requires a mature intelligent P.A. We are London's leading Estate Agents with over 60 offices throughout the London area.

He needs someone with good skills, able to work on their own initiative. If you are enthusiastic and hard working and enjoy a hectic environment then telephone Miss Avril Nanton on 01 262 5060 today.

PR MARKETING
SALES - PROPERTY

We are a small company in SW3 and are looking for a PR person to market our apartments. The successful applicant will have had previous experience in sales, preferably in the property field.

Excellent salary package incl BUPA

Please contact Mrs Willey, NGH Apartments Ltd,
Nell Gwynn House, 11/12 Avenue, London SW3.

01 589 1105

BILINGUAL SECRETARY

Experienced Secretary for Foreign Government Office in SW1. Fluent French/English, shorthand, typing and WP experience. Knowledge of Quebec Tourist Attractions. Salary between £9,913-£11,280 (being revised).

Please send CV to:

Administrator,
Quebec House,
59 Pall Mall,
London SW1Y 5JH.

PA SECRETARY

£12,000. Prestigious West End Film Company. Work on a variety of films. Interesting varied position.

LEGAL SECRETARY £12,000. 22+. Litigation/conveyance exp. Large friendly Co. Loss of scope for promotion. Excellent perks.

PA SECRETARY £11,000. Small friendly W1 Fashion Co. Assistant Director, sales diary, travel arrangements etc. Varied duties.

01 434 9343
CLAYMAN AGENCY
9-15 Oxford Street W1

DIRECTOR'S
SECRETARY

For Beckings Group's International, national and health business based in West London. A demanding role offering genuine job satisfaction and involvement if you have strong organisational, admin abilities and good spk and wpt skills.

Applicants under 25 will probably have insufficient experience. An excellent salary and benefits package is offered.

Ring Kevin Bullen on 01-975 3346 for details and to apply.

ARE YOU GOOD
ENOUGH FOR US?

We are the Post Newspaper Group, Plc. Britain's brightest free newspaper publisher. We are looking for a few special people to join us in our new offices in Wood Green Shopping Centre.

Telesales Representatives. Up to £10K

If you are articulate, intelligent and have a good telephone manner, you can join our telephone sales team and earn up to £10,000 in the next 12 months. No previous experience is necessary as you will be trained by the experts. For those who prove they are successful a long and rewarding career is in prospect.

Experienced Telesales Representative.

We also have a position for an experienced telesales representative. If you are currently working in a telesales environment and have a proven track record, Post Newspapers can offer further training, long term commitment and a package to suit your ambition.

Interested? Then telephone:

Marion Collins on 01-589 8899

The Post Newspaper Group Plc.

Belmont House,

78-80 High Rd.

Wood Green,

London, N22 6BE.

PERSONNEL SELECTION

MARKETING SERVICES MANAGER

BASED SUSSEX

Market leaders in the design and manufacture of exhibition equipment and associated products, seek an experienced professional to manage their marketing efforts.

The right person will be required to manage a team and will be responsible for the development of the company's marketing strategy, including the preparation and management of annual marketing plans, the organisation of trade fairs, exhibitions, seminars, press and public relations activities, and the production of company literature. Age 30-40.

Compensation of c.£15,000 plus quality company car.

Telephone Andy Poot on 0273 208281 or send your cv to an email confidential Personnel Selection, 45 West Street, Brighton, Sussex BN1 2PL.

CARVE YOUR
OWN NICHE

£14,000 + Mortgage Subsidy

A newly appointed head of department within a firm of stockbrokers in EC2 seeks an enthusiastic PA whom he can involve in all aspects of his work.

This is an opportunity to realise your potential if you want to use your initiative and take on responsibility. You will liaise with clients and staff, handle departmental administration and provide vital secretarial support (80% home/office required). City experience and a knowledge of German useful. Age 27 - 40. For an immediate interview, please telephone Anna Stubblings on 588 3535.

Crone Corkill
RECRUITMENT CONSULTANTS

RECEPTIONIST/PA OPERATOR

£10,000 + BENEFITS

A small, friendly, successful consultancy requires a bright efficient receptionist for their busy City office. You should have good typing, P. skills, be an efficient administrator and have the confidence to deal with clients and colleagues both in person and on the telephone.

There are genuinely excellent prospects for advancement for candidates with personality and drive.

If you think you can meet our requirements please call Heidi Kerrigan to discuss this further.

TOM KERRIGAN ASSOCIATES LIMITED

2ND FLOOR, 20 WORMWOOD STREET

BISHOPSGATE, LONDON EC2M 3TQ

TELEPHONE: 01 588 4303

SPORTS MANAGEMENT

We are a leading Sports Management/Independent Production Company based in Chiswick. We now require 1 full-time and 1 part-time (4-7 pm) Receptionist/PA for our offices in Chiswick. It is possible that, for the right candidate, we could consider changing these hours to accommodate a morning and/or afternoon shift.

The successful applicants will be well presented, well spoken and possess the confidence and tact required to deal with well known personalities. They will also be able to cope with an exceptionally busy switchboard (Monday 250+).

Previous Reception/Switchboard experience is essential. Month experience preferred.

Please apply enclosing current CV to Kate Hepburn, Personnel Office, BBC, The Pavilions, Strand on the Green, Chiswick, London W4 6ST.

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

01 588 4303

It takes **DRAKE** to understand your dreams

PA TO DIRECTOR

£12,000 Neg
Large financial co. requires a PA who wants to become involved and needs a challenge. High profile role with immediate recognition. If you have WP, organisational and admin skills and enjoy telephone liaison.
Call 01-221 5072.

HOT SHOTS!

£16,000
Are you bright, on the ball, talkative and have a good working knowledge of computers? Then the challenge of selling your skills in this go ahead computer company will bring you the rewards you desire. The sky's the limit.
Call 01-623 1226.

FASHION VICTIM

£13,000
Use your administrative skills in this Italian fashion company liaising with buyers and account managers. Retail experience plus WP or computer experience is the key to this exciting opportunity plus your own assistant in this dynamic industry?
Call 01-734 0911.

OFFICE MANAGER

£14,000 +
How well do you cope under pressure? You will be setting up a new department from scratch, taking charge and using amazing organisational skills. Lovely modern offices complement this extremely fast-moving industry. No typing or secretarial skills required.
Call 01-831 0666.

HI-TECH SALES SECRETARY

£11,000
A great opportunity awaits you at this dynamic computer company. Enjoy using your admin skills, meeting deadlines and using your initiative. Organise lunches, open days, meetings and mailshots. You'll love the lively atmosphere of this young company. Typing and rusty shorthand needed.
Call 01-834 0388.

FINALISE THE DEAL

£12.5K
Our client based in the West End are seeking a self-motivated Audio Secretary at partner level (Commercial Conveyancing). You should feel confident enough to handle a workload equal to the senior level you are representing. Equally important are your intelligence, ability to cope under pressure and an eye for details.
Good telephone manner.
Audio/60 wpm+.

IN A RICH MAN'S WORLD

£12K
The 'Ideal' position does exist. Involvement, potential and yes, even (eventually) break free from that typewriter. As a PA/Secretary (90/60/60) to a manager in a major City Stockbroker all can be yours. He likes to delegate, so you must be able to cope under pressure. Age immaterial, but this position may not suit a college leaver. From booking travel arrangements to making marketing decisions - the more you put in the more you will get out!

PROSPECTS IN PERSONNEL

£13+K
A great opportunity for Administration Secretary in Legal environment working for fast-moving Facilities Manager. This very demanding undertaking requires a bright, well-spoken and articulate person who works well under pressure. Great variety: WP/Audio, arranging lunches, interviews, publicity and general administration duties.
Good telephone manner essential.
Hours: 9.30 - 5.30. Age 28-40.
4 Weeks Holidays and L.V.'s

TOP OF THE CLASS

£10K
Work on a 1-1 basis with this charming manager of the educational world. He is looking for someone who can rely on with bags of common sense and able to use your initiative. Using your Secretarial skills (100/60) to the full dealing with general correspondence and reports. Excellent telephone manner. Help out with his personal work too. Ideally you will be aged between 30-40.
Hours: 9-5. STL.

Personnel Appointments

95 Aldwych, London WC2B 4JF. Tel: 01-242 0785
(ansaphone after office hours)

SECRETARY PLUS

TO SUPPORT ADVANCED SYSTEMS DEVELOPMENT

Royal Exchange (Bank tube) • c.£12,000 + benefits

If you can back good secretarial skills with an interest in information technology, this could be your ideal opportunity to progress towards a fully fledged IT role (which is just what the previous job-holder has done, creating the present vacancy).

As one of the world's youngest and most forward-looking financial institutions, we depend heavily on advanced information technology to succeed in world markets.

You will provide full secretarial and administrative support for our front-line

systems development team - an interesting and varied role which will give you every chance to extend your technical skills base.

You will use a PC-based word-processing package, together with Lotus 123/Symphony and GEM. Knowledge of these would be useful, but first-class training will be provided.

If you're aged 22+ and keen to broaden your career with a major force in the City, please write enclosing your cv to Helen Jenkins, Personnel Manager, LIFE.

The Royal Exchange, London EC3V 3PJ.

LIFE

The London International Financial Futures Exchange

Trading Floor—US Bank German & French

Picture the pressurised dealing between traders and clients in investment bank in W1; imagine the back-up admin to keep track of the deals; think of all the queries and research. Out-going career minded people to start as sales assistants with involvement and maximum chance to learn. Use French and German, or German only, with keyboard skills, fast reactions and intelligence. £12,000+paid OVT means c£15,000 now. Profit share, mortgage relief later.

LOVE + TATE

Recruitment Consultants
288 Regent Street W1 01-637 3303

PA to MD £15,000

Talented MD of recently set up property company is highly effective, fast-thinking, constantly over-commits himself and needs your velvet hand/glove touch to organise him!
He is away a lot, with interests in Spain, so you will play a key role with clients and be well able to progress queries, handle your own correspondence and juggle with tight diary schedules. Typing, shorthand minimal (20%) but important so 100/60wpm, please. Beautiful W1 office. 25 days hols. Telephone Janine Dyer.

LOVE + TATE

Recruitment Consultants
288 Regent Street W1 01-637 3303

MEDIA • FINANCE • ADVERTISING • SALES • PERSONNEL • MEDIA

Wines and Spirits PA to Chairman c £14,000

He leads an extremely high profile life and he needs someone really special that he can rely on to liaise with VIP's, the press, plan and organise his hectic diary and attend promotional events.

He is both charming and demanding and he expects the best from his PA.

Style, diplomacy and discretion are vital as is a sense of humour. Excellent secretarial skills are assumed as is proven senior level experience. Preferred age range 25-40.

Please call Katy Burke on 01 439 6021 for further information.

HAZELL-STATION

RECRUITMENT SPECIALISTS

MEDIA • FINANCE • ADVERTISING • SALES • PERSONNEL • MEDIA

SG ASSOCIATES LIMITED

We are a small, friendly, international fiscal advisory company in the West End with the following vacancies in our very busy Corporate Department:

ASSISTANT TO COMPANY SECRETARY

Good working knowledge and experience in all aspects of statutory compliance work and corporate administration. Responsible for own output typing/w/p essential.
£13,000 - £14,000 see (package)

SECRETARY TO COMPANY SECRETARY

Minimum two years' experience with good all-round secretarial skills including shorthand and w/p experience. Interest in legal work.
£10,000 - £12,000 see (package)

Both positions require an ability to work under pressure whilst maintaining a sense of humour. The salary packages will include season ticket and we also offer 25 days' holiday, free lunches, profit sharing, medical insurance and pension scheme. (Non-smokers only).

Contact: Miss K. Cummings
25, Queen Anne Street, London W1M 9FB
Tel: 01-636 4583

INTERNATIONAL FINANCE COMPANY

c.£13,500 plus benefits

We require a very versatile and capable Personal Assistant to our Managing Director. The position requires a high degree of commitment, the ability to remain calm under pressure, to exercise initiative and discretion, to deal with management, external and overseas contacts at every level. You will also need to be able to delegate and supervise junior colleagues, and attend to all personnel/recruitment related matters.

Aged 30+ with at least 5 years senior PA experience. Rusty shorthand/audio and fast accurate typing are required with WP experience (we will cross train). Educated to 'O' Level standard with either a banking/legal or other professional background.

Please telephone Tina Rogers on 01-481 4141 to discuss the above position or send CV's including details of present salary to the:

Managing Director,
Creditcorp Limited,
69/70 Mark Lane, London EC3R 7HS.

PA TO DIRECTOR CREATIVE FIELD

£16,000

A dynamic and rapidly expanding Advertising/Design/PR group with light spacious offices in central London is looking for someone bright with initiative to work for their charming young Director. As well as the usual secretarial skills, you will be expected to learn about the business and build up a rapport with the clients as your boss will involve you in his projects. Speeds 80/80. Age 24.

Please call us for an interview until 6.00pm.

LONDON BRUSSELS

A WINNING PERSONALITY

To £14,500

Do you want to work for an unbelievably charming Managing Director? If so, join this friendly Investment Bank in W1 as his Senior Secretary. Duties including correspondence, taking minutes of meetings, some personal work and liaising at senior level will ensure you are an indispensable right-hand to this busy man. Skills of 100/60/60 together with a good humour and warm approach to match his own essential. Age 25-35. Please call Lindsay Brandon on 434 4512 or send your CV to Cross Cockill Recruitment Consultants, Victory House, 99/101 Regent Street, London W1R 7HB.

Crone Corkill RECRUITMENT CONSULTANTS

Secretary: Director of Legal Affairs

A vacancy has occurred for a Legal/Audio Secretary to work for the Director of Legal Affairs in our offices on the Embankment.

Telco Communications has interests in television production and distribution, publishing and other media related matters. The work covers an equally wide range of legal issues, including entertainment law, company/commercial law and employment law. It will be a requirement of the job to prepare legal documents and liaise with our subsidiaries in the UK and overseas.

Suitably qualified and experienced legal secretaries should apply in writing, quoting reference 078188/T, enclosing a full C.V. (closing date 10 August) to:

Anne Siddell, Director of Legal Affairs,
Telco Communications, The Adelphi,
John Adam Street, London WC2N 6HP.

Also welcome applications from all people regardless of sex, race or disability.

WIMBLEDON

£15,000

Chairman of small communications equipment company needs a P.A. Good secretarial skills will be required but equally important is the ability to learn about their products and so take a greater executive interest in their development and marketing.

DIRECTORS' SECRETARIES
01-629 9323

SECOND MEDICAL SECRETARY/RECEPTIONIST

For 2 GPs in new premises, SW1. Private and NHS. Thursday pm and weekends treat. Salary negotiable. Telephone Marjalee between 9am & 5pm 01-573 6597

ANTIQUES COVENT GARDEN SALES ASSISTANT

Typing and basic office skills required. Must be aged 20-30 years. Tel 01 836 1978.

V.I.P. £15,000

As well as being the chairman of one of the most famous cultural centres, our client also sits on the board of leading international plos and chairs a major charity. This high-profile man is currently recruiting a personal assistant.

His two PAs are completely responsible for their own projects. These would include co-ordinating all social functions, corresponding and liaising with top level directors throughout the world, and ensuring the smooth running of his very active and demanding life.

Your constant experience at chairman or MD level will have proven your ability to prioritize and understand the needs of a highly successful business man.

Skills: 100/65 Age: 25-30

Recruitment Consultants 01 925 0139

FILM PRODUCTION

c.£11,000

Producer's Assistant needed by small, flourishing production company. Previous related experience is preferable but please telephone us to discuss this interesting role further if you have shorthand and typing, know you can handle responsibility a flexible working attitude, good secretarial/admin experience and a keen interest in film and television.

01-499 6366

The GROSVENOR Bureau

TRAVEL/MARKETING PA/Sec - £11,500

Dynamic American Director requires enthusiastic right hand to organise him & the office. Impeccable skills & unfappable nature essential to joint this young friendly team.

Please call Carol or Lorea on 589 0868 or 581 5971. Rec. Cons.

Ring Carol or Lorea NOW on 589 0868 or 581 5971. Rec. Cons.

PROPERTY PACESETTERS REQUIRED

£8,000 - £12,000

Amazing opportunities for Senior & Junior Secretaries. If you can keep up with the pace there is the possibility of training as negotiators in the future. You'll need excellent office skills & should enjoy client liaison.

Please call Carol or Lorea NOW on 589 0868 or 581 5971. Rec. Cons.

Ring Carol or Lorea NOW on 589 0868 or 581 5971. Rec. Cons.

P.A. TO DIRECTOR

Our client, the merchant banking arm of this major American banking force, is seeking an assertive and diplomatic secretary for the Head of one of their Operations Departments. Well-liked and respected throughout the bank, this Englishman, in his mid-40s, has a demanding position which, in addition to supervising the day to day activities of an effective and fast-moving team, includes a busy travel schedule. The successful candidate will have a flair for administration, initiative, good communications skills and the flexibility to work as part of an essential team. A financial background would be ideal.
Age indicator: 23-30.
Skills: 90/60.

Smooth Operator

23 years +
£13,000
mortgage subsidy
paid overtime

MacBlain Nash CITY

Recruitment Consultants

Please Telephone 01-439 6477

NATIONAL UNION OF TEACHERS

PERSONAL ASSISTANT/SECRETARY
to General Secretary and Deputy General Secretary

A personal Assistant is required for an interesting post in the senior management office of the Union. There will be liaison with national and international organisations concerned with education and trade unions, MPs, senior representatives of national and local Government and local members. The post involves providing briefing notes and background material on current issues, making arrangements for meetings, events and travel, preparing correspondence and undertaking general secretarial and office duties. We are seeking an effective communicator confident to be able to operate at a senior level. The post will suit someone with proven secretarial skills wishing to progress in their career. Salary is on the PA2 grade - £11,001 - £12,036 (inc. of London Allowance). Appointment to commence on the minimum of the scale. In addition we offer £1.30 per working day, 4 weeks annual leave rising with service, together with generous public holidays, Contributory Pension Scheme. The office is situated between Kings Cross and Euston Stations. Please telephone 388 6191 and 233 for further information and an application form to be returned by 19th August 1988. The NUT is an equal opportunity employer committed to equal opportunities in its policies and employment practices.

Chairman's Secretary

£14,000 + excellent benefits

Are you looking for a true PA role? The Chairman of this well known multi-national company needs a capable right hand. Confident, resourceful, unfappable yet easy going with immediate presentation and excellent skills, you will be totally responsible for keeping him organised and on schedule. Occasionally you will be involved with client entertainment and small sponsorship events. If the sounds like you, please telephone today.

LESLIE GLOGAU
THE BOARDROOM
01-409 2048

Computer Services Executive

£13,000 + Excellent Benefits

This multinational company is seeking computer support for their sales department. You will be very PC literate, enjoy presentation work, do computer back-up, in-putting and be able to check coding.

There is a great deal of scope for the right person.

LESLIE GLOGAU
THE BOARDROOM
01 409 2048

AUDIO / SHORTHAND / TYPIST / RECEPTIONIST

for

PROPERTY CONSULTANTS

Very close Bond Street station.

Starting salary £10,000

Tel. MK 408 0462

£13,500

The Executive Director of a small progressive City Co about to move to SW1 requires the assistance of a PA/Sec who enjoys high tech. Use WP, computers for spreadsheets, charts and updating of brochures. A really efficient organiser would be appreciated. Informal working atmosphere. Age 25-40. Speeds 90/50/WP.

Phone: 01 437 8475 or 734 3768. Rec Cons. 135 Oxford Street.

Miller/MNish

£14,500 Executive PA

Required for successful Property Development Executive, W1. Hard work & flexibility will bring high rewards & job satisfaction. Short-hand/audio essential. Confidential Personnel 01-486 7897

The Drake Difference

DRAKE DRAKE DRAKE

to date

01-481 4481

LA CRÈME DE LA CRÈME FREEDOM

01-481 4481

PA/Secretary WC1 £16,000

A highly confidential role for a Secretary with at least 10 years' experience in a responsible position. Assertiveness, the ability to deal with people at all levels, strong administration skills and WP experience are essential.

Ref: 5351.
159 Charing Cross Road, WC2
01-734 8694

For details of the branch nearest to you call the Freedom Hotline on 01-390 6822

Secretary SW1 £11,000+

The more you take on, the more you will become involved in the work of this up-market property company. Duties include audio typing onto a Wang WP client list and composing correspondence. A good education is a must. Ref: 5223.

5 High Holborn, WC1
01-405 6525

Secretary/PA SW1 £11,000 neg.

Member of Parliament needs a mature, well organised Secretary to handle constituency and Parliamentary affairs. Duties include audio/copy typing onto a Wordstar WP or typewriter and composing correspondence. Ref: 177.

181 Victoria Street, SW1
01-828 2401

Secretary/Assistant SW1 £11,000

An adaptable Shorthand Secretary/Assistant (80/50 wpm) is required to work for Resources Manager. Computer experience preferred, as there is a computerised data system, but the company will train. Must be smart and well spoken. Ref: 5232.

143 Victoria Street, SW1
01-834 1801

Secretary to Partner NW1 £10,500 aae

You must have at least 3 years' secretarial experience for this position in a large, friendly Chartered Accountants, working for the Partner of Financial Services. Duties include audio typing, administration and telephone liaison. Ref: 98.

141 Camden High Street, NW1
01-267 4091

Receptionist/Secretary EC2 £10,000

Design Consultants need a Receptionist/Secretary to carry out a wide range of duties including organising conferences and lunches, copy and WP typing, and dealing with clients. Must be smart and well spoken. Ref: 53076.

52 London Wall, EC2
01-256 6571

REED ●●●employment

Maine-Tucker Recruitment Consultants

PLENTY OF GET-UP-AND-GO?

Are you looking for jobs of distinction where you don't just sit behind a typewriter ... where you can get out-and-about ... where you can actually look forward to work every morning?

CAMPAIGN ORGANISING £12,000 - 15,000

Attend Client meetings and events as his 1-to-1 P.A. Exciting famous Advertising project (80/55)

TRAIN AS A PRESS OFFICER £8,000 + perks

Learn about everything to do with the Press... Press Releases... Press Conferences etc... (50wpm typing)

WORK YOUR WAY UP IN PUBLISHING? £10,500 + super perks

Start as P.A. to the young Marketing Director... build your knowledge... and the World of Publishing is at your feet! (80/50)

ACCOUNT HANDLER AFTER 2 YEARS? £10,000

Go in typing... work extremely hard and come out handling your own Clients (80/50)

AM I DREAMING.... £10,000 - 13,000

Lovely people, beautiful Knightsbridge office, prospects... what more could you want? (55wpm typing)

TALK TO PEOPLE? £10,000 + perks

Organise Campaigns... talk to the Press... Politicians... Television & Radio... organise Researchers. (80/50)

*All the above companies are looking for lively College Leavers too!

50 Pall Mall St. James's London SW1X 5LB Telephone: 01-925 0548

Senior Secretary

Salary range £13,000-£13,700 inc. Allowances

BP Chemicals International has an attractive vacancy for a high calibre secretary at modern offices immediately adjacent to Victoria Station.

A vacancy exists for an experienced shorthand secretary to work for the General Manager of Control Department, and to give assistance to other senior managers from time to time. The post has a supervisory element which involves co-ordinating the workloads of the other departmental secretaries. Therefore self confidence and good interpersonal skills are essential for this post.

We should like to hear from you if you are aged between 25 and 35 with a minimum of four academic 'O' levels - including English Language -

BP is an equal opportunity employer

RSA Stage II typing, and a shorthand certificate for 100 w.p.m. You will also need word processing experience (preferably DW4).

Our excellent benefits package includes:

- 5 weeks' annual leave
- subsidised restaurant (lunch for 10p)
- interest free season ticket loan
- sports and social facilities
- non-contributory pension scheme.

Please telephone Mrs. L. Allison on 01-581 6687, at BP Chemicals International, Belgrave House, 76 Buckingham Palace Road, London SW1W 0SU, for an application form.

No Agencies please.

BP Chemicals international

(OPTIONS) OF BOND STREET

PR!!

£13,500 + Mort Subs

The organisation of high-profile events (guests including the Royal Family), are party of your PR responsibilities as PA Admin Assistant to this powerful world-renowned British Institution. You will organise Press Conferences, create features for "Glossy" in-house magazines and deal with high-powered PR meetings demanding total confidentiality. This is an exciting career role for the dynamic PA (rusty shorthand is fine), to combine professionalism with creativity. Call us now! Options of Bond Street (Personnel Consultants) 01-493 8969

TRAINEE NEGOTIATOR

Learn the ups and downs, ins and outs of residential property sales with this well-established company. Good typing, driving licence essential. Age 20+

ADVERTISING - PA TO MD

Outgoing secretary with an agency background needed for this top position in a prestigious organisation. 80/60 skills. Age 24+

CAR + MS + £10000

Great opportunity for enthusiastic young secretary to join int'l finance company. 90/60 skills. Age 21+

JIGSAW RECRUITMENT 01-631 0902
OXFORD CIRCUS

La Crème

SECRETARIAL RECRUITMENT CONSULTANTS

DON'T CRAWL ALONG WITH THE CROWD

If you enjoy the variety of temporary work and have the skills and confidence to approach new challenges, get in the swim with a prestigious temporary team where you will be well respected and looked after. Phone Amanda Jackson on 01 491 1868 and get ahead of the tide.

OFFICIAL SPONSOR OF THE 1988 BRITISH OLYMPIC TEAM

01-491 1868

PERFECT GENTLEMAN

£15,000

A senior director of an international company, first established in the 19th Century and is still a forerunner in its field, is looking for a proactive secretary. In simple English he needs an intelligent, poised secretary who can make sure that everything runs smoothly in his busy working life. A secretary who will not mind constantly changing priorities and making the most of his absence, whilst working in stunning offices. A secretary, in short, who is enthusiastic, willing and good to have around. Previous director level experience and WP is highly desirable. Age 23-45. Skills 100/80

PICCADILLY
OFFICE

625 9686

ANGELA MONTIMER

The Language Specialists

PARIS IN THE FALL

Our client, an int'l Co. are currently looking for a French bilingual P.A. to work for 3 years in their Paris HQ. The work involves translations and an impeccable P.A. background is essential. To 013023.

ITALIAN P.A. PERSONNEL

Working in Surrey as the P.A. to the MD, who speaks frequently your duties will also include recruitment, supervision of staff and confidential work. Exp. req. £12,500.

GERMAN PERSONNEL

A new opp. to move away from this busy sec role. The Operations Manager of an int'l team seeks an int'l to take over the day to day running of the team's personal matters. Full training + involvement. WP req. £13,000

UNITE BANQUE PAS COMME LES AUTRES

Dernieres offres, une que l'interieur de l'agence. Secretariat qualite d'organisation. Environnement de travail avec les clients. Distributions d'actions. Salaire annuel jusqu'à £13,5

MERROW

Employment Agency

01-636 1487

TOP SALARY

For experienced enthusiastic medical PA

Please send CV to Dr R Foote, 66 Harley St, W1N 1AE & further details 01-323 4687

DIRECTORS' SECRETARIES

£17,000

An exceptional executive administrator with a proven high profile secretarial background is sought by an ambitious investment company with an entrepreneurial approach where success is the byword.

An appreciation of the international financial world compounded with the drive to tackle daily administrative tasks in a skilful, organised manner will lead into a career role and managerial status.

01-629 9323

Dowell Schlumberger

We are an international oil service company and are setting up a Region office for Europe. We are looking to fill the following positions:

EXECUTIVE SECRETARY

to work for our Region Vice President. This will involve a lot of contact with our overseas offices and clients and requires good organisation and letter-writing skills. Ability to speak a foreign language is an advantage, with Russian a particular asset.

SECRETARY TO MARKETING MANAGER

with experience in marketing or oilfield environment. You will be involved in arranging client seminars, preparing presentations and all other aspects of organising a busy Marketing Department.

MARKETING/TECHNICAL SECRETARY

to assist in personnel and salary administration. Some knowledge of payroll procedures is required as you will assist in preparing the UK and international staff payrolls as well as being involved in every day personnel procedures and queries. Some secretarial work will be required.

Applicants for all jobs should have good secretarial training, be able to use Displaywrite 3 or 4 and be capable of using other computer programmes. We are seeking enthusiastic people who enjoy working as part of a team. In return we offer a competitive salary, LV's, interest-free season ticket loan, company pension scheme, 4 weeks holiday a year and BUPA membership.

Interested? Then send a detailed c.v. to:

Sue Gardner

DOWELL SCHLUMBERGER

Marble Arch House, 66/68 Seymour St, London W1H 5AF Tel: 262 5033 (no agencies)

WP OPERATOR

Operator needed to join existing team in very busy Word Processing/Production Department for a firm of Management Consultants, using Desktop Publishing System (full training given). Must be prepared to work 2pm-10pm shift one week a month. Good salary and benefits for the right applicant.

For more details ring Maria Harte on 01-493 1998. The MAC Group (UK) Limited 22 Grafton Street, London W1

PART-TIME PA/SECRETARY

International Shipping Co. needs shorthand secretary with WP, later and general admin. experience to join a small, friendly team in Bond Street. Comfortable at Board level and happy to make the tea! Hours 1.30 to 6.30 p.m. Monday-Friday. Please call Spot-Nelson UK Limited on 01-629 6269.

sbc

Design For Living £15,000

Superb opening in one of the country's leading Design Houses for an enterprising Executive Secretary to work alongside their innovative Managing Director in a total back-up administrative role. You will have your own special projects - one being the presentation of an in-house information pamphlet - as well as liaising with international clients and organising business and social functions. Car driver. Speeds 100/60.

STELLA BOYD-CARPENTER
01 493 2545

MULTILINGUAL SERVICES

Executive Secretary - a new job for an experienced Trilingual Executive Secretary (French, English, mother tongue) Secretary (English) with a pharmaceutical company. To 01-493 8969

01 836 3794

22 Charing Cross Road, London WC2H 9HR

BRIDE HALL

Plc

PA/SECRETARY TO

CHAIRMAN AND CHIEF EXECUTIVE

Senior position for an experienced secretary based in the West End office of a busy Commercial Property Company. Enthusiastic and committed approach will be rewarded by a competitive salary package. Shorthand and ability to use Wordstar essential. Position offers opportunity to use initiative and administrative skills. Applications in writing together with full curriculum vitae to:

Thomas Noel at

BRIDE HALL Plc

56 Grosvenor Road
London W1X 9DA
Tel: 01-493 3996

DRAKE OFFICE OVERLOAD

TOP SECRETARIES WITH SHORTHAND

POLISH UP YOUR CAREER PROSPECTS!!

★ EXCELLENT RATES ★

★ COMPREHENSIVE PACKAGE ★

FOR AN IMMEDIATE APPOINTMENT

CALL AUDREY REYNOLDS

ON 01-834 0386

(Agency)

SH SECRETARY

In The Theatre
£13,000 pa

Join the world's most successful theatre company and enjoy the prestige of working for the Royal Opera House. Excellent shorthand and typing is essential, with a flair for organisation and administration. A high level of energy, loyalty and initiative will earn you the place!

Call Mike Liddell on 01-722 7121

MERIDIAN

ADMIN ASSISTANT

TELEVISION

£13,000

Extremely exciting and challenging position in a leading television company. You will be responsible for the day to day running of the company's administrative and financial affairs. A high level of energy, loyalty and initiative will earn you the place!

Call Mike Liddell on 01-722 7121

PA/ADMIN

OFFICE P.A. COMPANY

Exciting opportunity for a dynamic, enthusiastic and motivated individual to join a leading office P.A. company. You will be responsible for the day to day running of the company's administrative and financial affairs. A high level of energy, loyalty and initiative will earn you the place!

Call Mike Liddell on 01-722 7121

01-481 4481

LA CRÈME DE LA CRÈME

01-481 4481

A PUBLIC AFFAIR

To £13,500 + Exc Bens

Combine the bustle of a press office with the prestige of a major city institution. As PA to the Head of Public Affairs you will help run the department, arrange and attend monthly press conferences and deal with international enquiries from the media to ministers. You need to be firm (90/50/WP) and have good secretarial skills. A motivated, job, ideal experience would be in-house PR or similar, age range 25-40. Call Catherine Ferguson on 588 3535 for more details.

Crone Corkill
RECRUITMENT CONSULTANTS

Sloane Square Marketing PA

Articulate, well-educated PA sought by the Sloane Square office of one of London's most prestigious Property Developers. Test your ability and intellect to the full as you become a key member of their Residential Marketing team. As well as providing secretarial support you will be liaising with magazines and VIP clients and taking on your own specific research projects. "O" level Maths and good audio typing skills are essential for this challenging role. Salary £11,000 plus benefits. Call 01-493 0713.

MERRYWEATHER ADVERTISING & SELECTION

MERRYWEATHER

Publishing PA

£12,000 aae

Interested in international relations and foreign policy? Distinguished, long established Book Publishers offers an interesting, out-of-the-ordinary role for a self-confident, highly-motivated PA. Working alongside a charming Director you will be organising Press releases; co-ordinating book launches; liaising with MPs and VIPs; chasing news desks for reviews; helping to co-ordinate exhibition stands and seminars; proof reading scripts etc. Skills (80/50)? Age 21+? Call 01-493 0713 for further details.

MERRYWEATHER ADVERTISING & SELECTION

MERRYWEATHER

Professional Poise

£12,750 plus bonus

Highly-successful, fast-moving Venture Capital concern, based in luxurious St James's offices, seeks an intelligent, superbly presented individual for an all-involving position. Working very much "with" a new young, go-ahead Partner, your role will be 30% secretarial: correspondence and reports etc; the remainder focussing on extensive client liaison; co-ordinating office admin and management. Sound organising flair coupled with impeccable secretarial skills (no shorthand) essential. Age 22+? Call 01-493 0713 today.

MERRYWEATHER ADVERTISING & SELECTION

MERRYWEATHER

Market Leader

The HQ of a leading International Retail Group needs an able PA to join the Head of a dynamic team involved in all aspects of the Company's activities. This busy position involves co-ordinating the day-to-day running of the department; orchestrating the Manager's hectic schedule and providing effective secretarial and administrative back up. Good salary and excellent benefits package in return for sound secretarial experience and confident skills. Call 01-493 0713.

MERRYWEATHER ADVERTISING & SELECTION

MERRYWEATHER

Secretaries

An invitation to invest your career in J.P. Morgan
c.£13,500 package

With offices in the major financial centres worldwide and assets exceeding \$80 billion, J.P. Morgan is recognised to be one of the world's premier financial institutions. We pride ourselves in our ability to recruit, develop and retain talented people.

We now seek Secretaries of the highest calibre. Career opportunities exist in our City, West End and Stratford offices in Corporate Finance, Systems, Audit, Operations, Futures and Private Banking.

Proven secretarial skills, including shorthand, typing, and word processing, are essential as is the ability to communicate effectively with people at every level. Flexibility, initiative, organisational flair, and commitment are second nature to you.

If you believe you have the skills we seek and the work record to prove it, contact us immediately. J.P. Morgan is an equal opportunity employer offering highly competitive salaries and benefits, including mortgage subsidy and profit-sharing bonus.

Write with full details of your work experience to Cathy McGuire, Personnel Assistant, J.P. Morgan, PO Box 161, Angel Court, London EC2R 7AE.

JPMorgan

DRAKE PERSONNEL

EXECUTIVE ASSISTANT

Our client is one of the leading entrepreneurial companies in the world. This position reports to the Chief Executive Officer. Based out of London, you will be travelling internationally at least 3-6 months per year. You will have drive, energy and ambition and will welcome the opportunity to be groomed into this role. The ideal candidate will be capable of answering all the demands of this position from the independent answering of correspondence to accepting responsibility for specific projects and problem-solving tasks.

A strong sense of style, presence and demeanour will allow the right candidate to interact with senior people, both inside and outside the company. Additionally, a lack of rigidity and sense of humour will be important in developing good relations with fellow workers. Obviously strong administrative skills are required. Additionally, a strong background in the financial services field would be beneficial. Salary and benefits will be commensurate with experience and potential.

Interested Parties Should Contact
Vicki Skipworth at 01-734 0911

ITALIAN £14,000

Fluency in Italian and preferably French is required in this senior level banking position. Working on a one-to-one basis, your involvement in client contact, company research and general administrative support will be encouraged by this flamboyant Director who demands total commitment from his PA. A confident, resilient personality, ideally with banking experience, you will be looking for a position of responsibility within an international environment. Age: 25-40. Skills: 100/60 + audio.

RECRUITMENT COMPANY

01-521 1220 5 GARRICK STREET W1C 9AR

FAMOUS W1 HOTEL Small, successful Chain Group offers an opportunity to participate at all levels of the business to a young PA. Shorthand and audio typing, WP and a drive personality to fit in with the fast-paced environment. Salary £10,000 + bonus. Call 01-589 8807 JOYCE GUINNESS	ADVERTISING Small, successful Chain Group offers an opportunity to participate at all levels of the business to a young PA. Shorthand and audio typing, WP and a drive personality to fit in with the fast-paced environment. Salary £10,000 + bonus. Call 01-589 8807 JOYCE GUINNESS	MEDICAL RESEARCH Small, successful Chain Group offers an opportunity to participate at all levels of the business to a young PA. Shorthand and audio typing, WP and a drive personality to fit in with the fast-paced environment. Salary £10,000 + bonus. Call 01-589 8807 JOYCE GUINNESS
---	---	--

Meridian Recruitment Consultants
JUNIOR PA STOCKBROKERS c.£12,500
Benefits (inc. SLS, MTC)
Permanent position for a young, motivated, energetic PA with good shorthand and audio typing skills. Salary £12,500 + bonus. Call 01-255-1555

FW GAPP
AUDIO TYPIST
An audio typist is required in a busy, fast-paced environment. Must be of 25 years of age, have a good command of English, and be able to type 60 wpm. Salary £10,000 + bonus. Call 01-221 8808

Executive Secretary to the Chief Executive

The Executive Secretary is vital to the effective support of management. Using the same sophisticated technology that is used to recruit senior managers, Distaff has identified characteristics which qualify candidates for this significant role.

Distaff only recruit at senior secretarial level for clients for whom the match of secretary to client is vital.

We have been retained to recruit an experienced P.A. with initiative and interpersonal skills to offer support to the Chief Executive and assist the management team to achieve their objectives most effectively.

If you feel you have these skills and qualities, please apply for a career review form. If this location is not convenient, we may have other opportunities which would suit you.

They offer you

A pleasant working environment in new premises in the Garden City of Leamington. An expanding company with overseas interest. A high technology product. An open management style with the belief that everyone contributes.

You should offer

Confidence that you have those qualities which make the Executive Secretary different. Excellent administrative and secretarial skills.

DISTAFF

Julia Tennant,
Distaff,
12 Woodlands Court,
The Broadway,
Old Amersham, Bucks HP7 0HW
(0494 734646) (Fax 0494 734646)

College Leaver for Chairman's Office

An outstanding opportunity has arisen for a college leaver keen to join a professional organisation as an Assistant to the Chairman's Secretary. This position offers plenty of variety, excellent training and the opportunity to gain wide working experience in a technologically advanced office.

Good 'O' levels, shorthand at 80wpm and typing at 40wpm are essential together with an excellent telephone manner, a presentable appearance and the ability to work well in a team dealing with highly confidential matters.

An attractive salary is offered together with a full range of benefits.

For further information and to arrange an interview call Clare Sibthorpe on 01-353 8134 or write to her at Arthur Young, Rolls House, 7 Rolls Buildings, Fetter Lane, London EC4A 1NH.



Arthur Young We take business personally

A MEMBER OF ARTHUR YOUNG INTERNATIONAL

QUICK QUICK SLOANE

£11,000 negotiable

Upmarket property company in Sloane St and the West End urgently needs well spoken secretaries 22/27 who fit well into the company's smooth corporate personality.

Good skills (no shorthand required).
Age 20 plus. Good sh/wp skills. £1.25 hrs. £12,500. Bonus. 4% weeks hold.

Bernadette of Beauchamp Place

185/187 Kensington Rd, SW5 8NE

Tel: 01-589 4422

SQUARE IT ISN'T

£12,500

You'll enjoy working in the elegant Belgrave Square offices of this professional body. As PA to both the Director and Deputy Director you'll have a key role.

Age 20 plus. Good sh/wp skills. £1.25 hrs. £12,500. Bonus. 4% weeks hold.

Bernadette of Beauchamp Place

185/187 Kensington Rd, SW5 8NE

Tel: 01-589 4422

PROPERTY TYCOONS'S PA

£15,000

The dynamic MD of a top Mayfair practice needs a PA who can match him for energy. You will be someone who is a real high-flyer controlling all office admin, helping with project management, be totally computer literate and be very much part of the buzz.

Bernadette of Beauchamp Place

185/187 Kensington Rd, SW5 8NE

Tel: 01-589 4422

Under Starters Orders c.£17,000

Does the challenge of setting up a new division for a prestigious U.S. Investment House appeal to you? Working closely with a highly motivated American executive, you will be establishing systems, making contact with important clients and using your invaluable knowledge of the City to support him in this new venture based in EC2.

The ideal candidate will be team spirited, have a lively disposition and a relaxed but professional approach; skills of 100/60 are necessary. Age preferred 27-38.

Please call 01-631 0479.

College Leaver? Your First Job in the Fast Lane! Package of £12,000

If you are looking for real excitement and involvement in your first job then the dynamic world of merchant banking could be for you. Based in luxurious offices in the West End, you will be liaising with top international clients and providing secretarial support to senior executives.

You will need to be well educated, enthusiastic and have the drive to succeed in this fast moving and challenging environment.

Skills required 90 shorthand/50 typing. Age preferred 18+.

Please call 01-631 0479.

CHAIRMAN'S P.A.

A major international firm is seeking a P.A. for the Chairman of their long established Middle Eastern operations based in Bahrain. He is in charge of an extensive network of offices and a large number of highly qualified staff; many of them seconded from the UK, contributing towards a cosmopolitan but professional atmosphere. He needs a PA used to operating at a senior level in a demanding business environment.

The successful candidate will be capable of undertaking full P.A. secretarial duties (100/60), and will be responsible for office administration. Particular emphasis is placed on excellent communication skills and the ability to handle confidential and sensitive material. The appointment is for an initial two year period with a three month break clause; 30 days paid annual leave with appropriate paid airfares; car purchase scheme and running expenses; medical cover; free accommodation (not shared) and bonus. Age indicator: 28-35 years.

Carrington House,
130 Regent Street,
LONDON W1R 5FE.
Tel: 01-437 1564

BAHRAIN £15,000 p.a. Tax Free

+ Bonus
+ Accommodation
+ Car Allowance

MacBlain Nash
WEST END
Recruitment Consultants

Senior Secretary

Unilever based in Blackfriars have a vacancy for an experienced short-hand secretary.

The position involves working for the Senior Commercial Member of our Personal Products Coordination. The work of the Department is very varied and deals with cosmetic and perfume companies throughout Europe.

Suitable candidates should have at least 5 years secretarial experience, possess excellent shorthand and typing skills and be proficient on a word processor (preferably IBM 5520 but cross training will be given where necessary). Applicants should be numerate and enjoy working with figures and be able to work quickly and accurately.

Starting salary will be according to age and experience but will be in the region of £11,000-£11,500 (with a present job maximum of £12,850).

Benefits include 5 weeks annual holiday, subsidised staff restaurant, contributory pension scheme and interest free season ticket loan after 6 months.

Please write enclosing CV or telephone for application form to:

Mrs C Appleby,
H.O. Personnel Department,
Unilever PLC, Unilever House,
PO Box 68, Blackfriars,
London EC4P 4BQ.
Tel: 01-822 6006.

FASHIONABLE ANGELS

COSMETICS PA £12,000
Make-up for lost time - build a career with firm foundations at this famous cosmetic/perfume company in West London. If you're cool, calm and collected, with shorthand, organisational ability and a flair for composing correspondence, work 11 for the Sales Director and the sweet smell of success could be yours!
Call DEBBIE HICKS 01-572 8787.

STYLISH SECRETARY to £12,000
Set the trend with your WP skills, basic accounting experience and admin ability at this family-run fashion house in SW1. More than just an accessory, you'll be a pivotal part of the team - there's everything from organising fashion shows to basic book-keeping. And you'll be more than just a lady - the post has promotion prospects too!
Call JANET MARSHALL 01-935 7348

Office Angels

RECRUITMENT CONSULTANTS

MAJOR INTERNATIONAL AIRLINE

is seeking a Secretary to work in their International Headquarters in central London.

Applicants must be fully qualified and experienced in all secretarial routines with a knowledge of airline computer systems and IBM/PC an advantage. A high standard of education and appearance is essential as is experience of working for senior management.

Salary c.£12,300 per annum plus travel benefits

Please send full CV by August 8th

Reply to BOX K54

MAKE LIGHT WORK

Secretary to MD and Senior Management of busy lighting company in Mayfair.

Applicants must have accurate typing and S/H, be good with figures and have sound knowledge of English language. The ability to speak German and have a sense of humour would put you at the top of our list.

Salary negotiable.

Please reply in writing to Lesley Jones.

ERCO Lighting Ltd.,
35 Dover Street,
London W1X 3RS.
No agencies.

PERSONNEL £14,000

A prestigious publishing house based in London's West End are looking for a Personnel Manager.

Founded 200 years ago, they are famous for their children's and romantic paperbacks as well as their medical and educational hardback books. You will take sole responsibility for all the secretarial recruitment within the company, from the initial interviewing through to the final selection. With the responsibility for staff permanent secretaries, you will also need to be interested in their welfare and be willing to take on a supervisory role.

Ideally you will be aged between 35 and 50, have a warm, friendly and approachable personality and have some previous experience in recruitment. This position is ideal for someone looking for their final career move.

Typing: 50 wpm

Recruitment Consultants 925 0138

THE YORK ORGANISATION

P.A./Secretary

A demanding role working for the General Manager of a five star hotel in Dubai. Overseas hotel experience an advantage. Personal qualities required for this varied and responsible role will include:

- Ability to work on own initiative
- Experience at a similar level
- Communication skills
- Confidence to cope under pressure
- Self-motivation
- Sense of humour - essential!

In return for the above, a tax free salary, accommodation, food, medical cover, yearly flight home, generous holiday and other hotel benefits, including use of extensive sports facilities will be offered to the successful candidate.

Please apply in writing with C.V. and two references to The York Organisation, P.O. Box 193, Gringley, Doncaster DN10 4SR

TEMPORARY SECRETARIES AND WP OPERATORS

All systems and skills for Kensington, West End and City. Top Rates, House Scheme and Cross Training Facilities. Call Nicky Hanson on 245 1267 170 SLOANE STREET, SW1

KOMPASS RECRUITMENT CONSULTANTS

P.A. to Holding Co M.D.

Small, smart West End office. Sh/wp, numerate, sense of humour. Salary & benefits c.£13k-22.35.
Phone Mrs Trigwell.
01-930 8711.

01-481 4481

LA CRÈME DE LA CRÈME

01-481 4481

Contemporary
Art Gallery
Secretary/Assistant

A unique opening has arisen for a versatile, socially-confident individual to join this prestigious West End Art Gallery. As well as providing secretarial support (80/50 needed) this is an excellent opportunity to learn all about Contemporary art; your role will include setting up press receptions; dealing with private and corporate collectors; organising and attending functions; helping to produce brochures; etc. Immaculate presentation and confident communication skills essential. Salary £11,000. Telephone 01-493 5787.

GORDON-YATES

Recruitment Consultants

College Leaver
To £10,500 + exc benefits

Our client, a major UK Commercial Property company, offers an outstanding opening for an exceptionally-motivated. Public school-educated College Leaver. Working with a high-profile Director who's out of the office a large proportion of the time, this is an excellent training ground to consolidate your newly-acquired skills. Unrivalled benefits package includes a generous clothes allowance and free lunches. If you are 19+ and have sound skills (80/50) get your career off to a flying start and call 01-493 5787.

GORDON-YATES

Recruitment Consultants

Publicity and
Promotions
£11,500 + exc benefits

Unrivalled opportunity for a brilliantly organised, quick-thinking self-starter to join this large, influential Publishing House. Based in stunning new offices and at the centre of a fast-moving environment, your role will include lots of contact with authors, publishers and the Media; co-ordinating promotional fairs and meetings etc. The ability to prioritise effortlessly combined with sound skills (90/55) essential. Fantastic perks include 5 weeks holiday. Age 23+. Call 01-493 0173 for details.

MERRYWEATHER ADVERTISING & SELECTION

MERRYWEATHER

PR in Hammersmith
£13,000 negotiable

Your excellent social and administrative skills will be fully appreciated when assisting in the Public Affairs of this International Trading Group. Working alongside two highly successful Managers you will organise their hectic diaries and travel schedules; co-ordinate projects; liaise with the Media and maintain Press files etc. Your attention to detail and confident typing/WP skills are essential. For further details call 01-409 1232.

Recruitment Consultants
to the Communications IndustryStart Up in Battersea
circa £12,000 aae

Our client, a fast-expanding Management and Marketing communications consultancy, offers a brand new 'start up' role for an independently-minded PA. Working alongside the MD, you will be liaising with VIP clients, suppliers, co-ordinating hospitality, overseeing office admin as well as being given every opportunity to define other areas of responsibility. Previous Advertising/Design experience highly advantageous. Sound secretarial skills essential. Age 20+. Young and ambitious? Call 01-409 1232.

Recruitment Consultants
to the Communications IndustryCLOSE TO HARRODS
£14,000

Join this very successful holding company as PA to the directors. You'll have your own modern and fully equipped office overlooking the park. Your flair for administration and first class organisational ability will be fully utilised. This is a new position and offers excellent career prospects. A senior level background and 90/50 skills essential. Ideal age 30-50.

Please telephone 01-240 3511

Early/late appointments arranged.

Elizabeth Hunt

Recruitment Consultants

2-3 Bedford Street London WC2

PERSONNEL ORGANISER
£13,500

This leading international firm seeks a PA to their Personnel Director. As an integral member of the team you will take on administrative projects and act as a lynch pin within this very busy office becoming involved in the highest levels of decision making. This is a challenging role which requires discretion and good secretarial skills.

Please telephone 01-248 3744

Early/late appointments arranged.

Elizabeth Hunt

Recruitment Consultants

2 Bow Lane London EC4

Temporary
Secretaries
FROM JUNIOR TO EXECUTIVE

When you join our well-established and professional temporary team you will be assigned your own consultant who will carefully match your skills and experience to assignments with the best companies in London. Our rates of pay are excellent, our loyalty bonus is very generous, and we offer free training or cross-training on popular word-processing systems. For an immediate appointment please call us.

City 01-248 3744

West End 01-408 0247

Covent Garden 01-240 3511

Elizabeth Hunt

Recruitment Consultants

GONE RIDING
£12,000

Your love of horses will be much appreciated as secretary to the directors of this very successful bloodstock agency. They travel extensively in the UK and overseas attending race meetings and will usually rely on you to run the office and maintain first class client relationships. You'll be based in a smart converted mews house. Benefits include 6 weeks holidays and the opportunity to attend race meetings.

Please telephone 01-408 0247

Early/late appointments arranged.

Elizabeth Hunt

Recruitment Consultants

18 Grosvenor Street London W1

SECRETARY

required for Professor of Experimental Ophthalmology whose work is concerned with research into eye diseases. The post requires typing, audio and occasional computer work. (Working experience preferred). The successful applicant will work with a busy, friendly team of researchers. Good communication skills and a sense of humour needed. Salary (according to age and experience) within the scale £20,001 to £28,000 p.a. (inc. L.A.).

Within applications, with details of qualifications and experience, to Miss Audrey Jones, Secretary, School of Ophthalmology, Addenbrooke's Hospital, Cambridge CB2 3RQ. Tel: 01-223 3333. No telephone calls, please.

CAREER MOVE
£15,000 NO SH

Job of a lifetime for a competent secretary 20+ working at a senior level in the Prestigious City of London. You will only need basic secretarial skills as the account is an administrative & superb opportunity to run the division and develop your career.

CITY: 01 481 2345

WEST END: 01 408 2264

VICTORIA: 01 834 7707

HIGH FLYER
£14,000++

As Senior PA in this Prestigious Finance Co you will enjoy a challenging role and responsibility. You will only need basic secretarial skills as the account is an administrative & superb opportunity to run the division and develop your career.

CITY: 01 481 2345

WEST END: 01 408 2264

VICTORIA: 01 834 7707

ADVERTISING
£13,000

Extremely charming Chairman of this top Advertising Agency, is looking for a right hand to deal with a senior level. You will only need basic secretarial skills as the account is an administrative & superb opportunity to run the division and develop your career.

CITY: 01 481 2345

WEST END: 01 408 2264

VICTORIA: 01 834 7707

TOP TEN
To £12,500

Due to a major expansion programme, this professional Co. are looking for two secretaries (20+) to join the team. A whole host of perks including three yearly bonus and a luxurious working environment will ensure a happy career for your junior to senior secretaries with or without SH.

CITY: 01 481 2345

WEST END: 01 408 2264

VICTORIA: 01 834 7707

PROPERTY
£13,000 + BENS

A new and exciting house to work in a career in the exciting world of Property. You will be required to meet the secretaries and deal with a variety of administrative tasks. Excellent benefits including three yearly bonus and a luxurious working environment will ensure a happy career for your junior to senior secretaries with or without SH.

CITY: 01 481 2345

WEST END: 01 408 2264

VICTORIA: 01 834 7707

PA PLUS
£12,000

Assisting the MD of this Progressive Co. You'll be organising conferences and training sessions, liaising with top secretaries and dealing with a variety of administrative tasks. Excellent benefits including three yearly bonus and a luxurious working environment will ensure a happy career for your junior to senior secretaries with or without SH.

CITY: 01 481 2345

WEST END: 01 408 2264

VICTORIA: 01 834 7707

abbatt abbatt abbatt abbatt abbatt abbatt

The Editor of the Telegraph Magazine requires a first-class Personal Assistant. The successful applicant will have initiative, excellent secretarial skills, including shorthand and typing, and be used to carrying out general PA duties at a senior level. A background in editorial or publishing would be an advantage but is not essential.

We offer an excellent starting salary, six weeks' holiday after the first year, pension plan, private medical insurance, subsidised staff restaurant and an on-site fitness centre.

Please send your full CV

to Sarah Garstang,

Personnel Executive.

TELEGRAPH PUBLISHING LIMITED

Peterborough Road at South Quay, 181 Marsh Wall,

London E14 9SR. Tel: 01-538 6231

PERSONAL ASSISTANT
Salary negotiable
plus big company benefits

The group is a small dynamic team responsible for looking after our clients and offices in Europe. The person we seek must have excellent secretarial skills, strong organisational abilities as well as some experience at senior level being able to deal with both clients and agency staff here and abroad.

In return we offer a friendly working environment with all the benefits of being part of a team within a large successful company.

If you have a genuine interest in advertising, or even better, some advertising experience, please telephone Susanna Jacobsen on 629 9496 for more details.

INTERNATIONAL ADVERTISING
£11,000 Negotiable

J. Walter Thompson is a leading Advertising Agency in Berkeley Square seeking a bright, self motivated secretary to join our international department.

The group is a small dynamic team responsible for looking after our clients and offices in Europe. The person we seek must have excellent secretarial skills, strong organisational abilities as well as some experience at senior level being able to deal with both clients and agency staff here and abroad.

In return we offer a friendly working environment with all the benefits of being part of a team within a large successful company.

If you have a genuine interest in advertising, or even better, some advertising experience, please telephone Susanna Jacobsen on 629 9496 for more details.

MacBlain NASH Temporary Secretaries

The Senior PA/Secretarial Specialists.

Phone 01-439 0601 for further details.

MacBlain NASH Temporary Secretaries

The Senior PA/Secretarial Specialists.

Phone 01-439 0601 for further details.

MacBlain NASH Temporary Secretaries

The Senior PA/Secretarial Specialists.

Phone 01-439 0601 for further details.

MacBlain NASH Temporary Secretaries

The Senior PA/Secretarial Specialists.

Phone 01-439 0601 for further details.

MacBlain NASH Temporary Secretaries

The Senior PA/Secretarial Specialists.

Phone 01-439 0601 for further details.

MacBlain NASH Temporary Secretaries

The Senior PA/Secretarial Specialists.

Phone 01-439 0601 for further details.

MacBlain NASH Temporary Secretaries

The Senior PA/Secretarial Specialists.

Phone 01-439 0601 for further details.

MacBlain NASH Temporary Secretaries

GERMAN SPEAKING? TALK YOURSELF INTO
AN OUTSTANDING FASHION OPPORTUNITY

You'll be earning up to £17k as PA to the MD in the newly established West End offices of one of the world's leading pre-a-porter houses. With your organisational flair and panache you'll be helping him to put together fashion shows and sales functions for overseas and UK buyers.

Apartment in the City. You'll need to be energetic, have 20/50 skills and be 25 years or older. It helps if you have some French, and WP proficiency. Salary up to £17,000 with an attractive benefits package. Tel: 01-582 4422, 185-187 Bromwich Road, London SW13 9LN.

SENIOR SECRETARIES

THE RIGHT PEOPLE FOR THE RIGHT PEOPLE

ENJOY SPORTS
£12,000 + lunch allowance

Join this sporty, social company who organise sporting and social events especially for you. Handle lots of research projects in this PA position, deal with interesting people from all walks of life and lots more. Shorthand and WP essential. Don't delay Call 434 0030 now!

Rec Cons
Ramillies Buildings
215-217 Oxford Street, London W1R 1AH

PA DRIVER!
£12,000

An excellent small publishing house in Waterloo is really taking off so they need someone to totally organise their PA. An opportunity to take over the running of a company where, as they grow, you will become a valuable member of the team. With rewards to match. Excellent driving (driving sports car) Phone 434 0030.

Rec Cons
Ramillies Buildings
215-217 Oxford Street, London W1R 1AH

TURN A
TEMPORARY
JOB INTO A
PERMANENT
CAREER

Available immediately or currently working notice.
Proven senior level secretarial experience with good skills.
You will be able to earn £14,200 pa with non contributory paid holidays.
Phone 01-439 0601 for further details.

The Senior PA/Secretarial Specialists.

MacBlain NASH Temporary Secretaries

The Senior PA/Secretarial Specialists.

Phone 01-439 0601 for further details.

MacBlain NASH Temporary Secretaries

The Senior PA/Secretarial Specialists.

Phone 01-439 0601 for further details.

MacBlain NASH Temporary Secretaries

The Senior PA/Secretarial Specialists.

Phone 01-439 0601 for further details.

MacBlain NASH Temporary Secretaries

The Senior PA/Secretarial Specialists.

Phone 01-439 0601 for further details.

MacBlain NASH Temporary Secretaries

The Senior PA/Secretarial Specialists.

Phone 01-439 0601 for further details.

NO SHORTHAND?
£12,500

You enjoy working on your own initiative and can organise and prioritise. Increase your computer knowledge as secretary to the Head of the Information Technology Division of a major company in EC4. Good WP skills, age 25-45.

01 377 8500 - City
01 439 7001 - West End

SECRETARIES PLUS

£13,500
SECRETARY

Confident, well presented Secretary required by two charming Directors for a busy MD. Must have a good sense of humour and be able to become involved in all aspects of property management. Lots of scope for the right person. Salary 90/50 plus bonus. WP experience essential. Age 23+.

PLEASE RING 580 4766

CROSS SELECTION

£13,500
SECRETARY

The Deputy Chairman of this growing resources company needs a top level PA. He is a young, energetic, ambitious man who has been instrumental in the founding of the company on the Stock Exchange. His major responsibility is the continuing growth and development of the company and as such he believes his success is dependent upon his PA. You will be fully involved in both business and social matters, organising meetings, travel arrangements and social functions. Excellent presentation, several years senior level experience and flexibility to work in a team environment are essential. Age 23-35.

PLEASE RING 580 4766

EXECUTIVE PA
£16,000

The Deputy Chairman of this growing resources company needs a top level PA. He is a young, energetic, ambitious man who has been instrumental in the founding of the company on the Stock Exchange. His major responsibility is the continuing growth and development of the company and as such he believes his success is dependent upon his PA. You will be fully involved in both business and social matters, organising meetings, travel arrangements and social functions. Excellent presentation, several years senior level experience and flexibility to work in a team environment are essential. Age 23-35.

PLEASE RING 580 4766

EXECUTIVE PA
£16,000

The Deputy Chairman of this growing resources company needs a top level PA. He is a young, energetic, ambitious man who has been instrumental in the founding of the company on the Stock Exchange. His major responsibility is the continuing growth and development of the company and as such he believes his success is dependent upon his PA. You will be fully involved in both business and social matters, organising meetings, travel arrangements and social functions. Excellent presentation, several years senior level experience and flexibility to work in a team environment are essential. Age 23-35.

PLEASE RING 580 4766

FINANCIAL TIMES
CONFERENCE ORGANISATION
PERSONAL ASSISTANT
- AGED 23+

One of the World's foremost high level conference organisations is seeking to recruit a Personal Assistant to the Director of Conferences.

This position is busy, varied and demanding so we are looking for someone who has a well organised approach to their work and the ability to use their initiative. You will be expected, in addition to providing a confidential secretarial service, to undertake a variety of administrative tasks associated with this office as well as ensuring the smooth running of the department.

Applicants should be educated to at least 'A' level standard and must possess good secretarial skills including shorthand, typing (min. 100/60) and wordprocessing.

Benefits include 5 weeks annual leave, luncheon vouchers and a season ticket loan scheme.

Please apply in writing enclosing full CV (including details of your current salary) to: Bernice Flynn, Personnel Department, Financial Times, Bracken House, 10 Cannon Street, London EC4P 4DF or telephone 01-336 9758 for an application form.

Caroline King
APPOINTMENTS

OFFICE MANAGER
c. £13,000

Very full role - complete responsibility for co-ordinating the office and setting up systems as well as lots of client contact and acting as the MD's PA. If you enjoy a small company environment, are team spirited and have copy typing, call us on

01-499 8070

87 New Bond Street London W.1

COVENT GARDEN
(2 mins Holborn tube)

Young friendly practice requires experienced legal audio typist for Partner and Assistant. Salary £11,000+ according to age and experience.

Please ring Delia 242 8431

PA/SECRETARY
KNIGHTSBRIDGE

Managing Director of leading firm of Investment Advisers needs a hard working and enthusiastic PA/Secretary (25-35) with excellent audio skills (and ideally shorthand). Must have pleasant personality and be able to look after and organise him and his office. Therefore initiative and ability to work unsupervised in a busy environment required. Non-smoker preferred.

Offices 100 yards from Harrods. For the right person, salary will be more than you're earning now. Write today (with telephone number if possible) describing the job you've had, what you're like and the salary you expect, to:

Mrs. Linda Cartwright
R. J. Temple & Co.
33 Sloane Street LONDON SW1X 9NR.
Member of FIMBRA

La Creme
SECRETARIAL RECRUITMENT CONSULTANTS

MARKETING PA
£14,000

Design your own job in a highly creative environment. Young talented team of product designers in hi-tech offices with up-to-the-minute client portfolio. Join their two Marketing Directors, organise them totally and create a rewarding role for yourself. Call Ros Prescott on 01-491 1868.

OFFICIAL SPONSOR OF THE 1988 BRITISH OLYMPIC TEAM

01-491 1868

Sometimes the ideal candidate slips the net

Ensuring the ideal secretary gets the job is our job. For vacancies in advertising, media and PR, ask the professional Fisher.

JUDY FISHER
ASSOCIATES
01-493 0238

Recruitment Consultants

SECRETARIAL
RECRUITMENT
CONSULTANTS

We need an experienced Temporary Controller and a Permanent Consultant to join our fast-expanding and successful team. You will need energy, commitment and enthusiasm and the ability to maintain and develop an existing Client base of blue-chip professional companies.

The atmosphere is informal and friendly but very hectic. Job satisfaction is guaranteed and the earning potential is high.

Call Amanda Barrington or Kate Dean
Daytime: 370 7007
Evening: 458 2542

Amanda

AMANDA BARRINGTON APPOINTMENTS
REC CONS

387 8279
(No Agencies)

SECRETARY REQUIRED IN WI
c.£10,500

To work for Chief Executive of small company, with a variety of duties including audio.

If you are mature with good secretarial skills, including WP, are well spoken, with a good ability to organise/communicate, ring

387 8279
(No Agencies)

EXECUTIVE PA
c.£16,000

The Deputy Chairman of this growing resources company needs a top level PA. He is a young, energetic, ambitious man who has been instrumental in the founding of the company on the Stock Exchange. His major responsibility is the continuing growth and development of the company and as such he believes his success is dependent upon his PA. You will be fully involved in both business and social matters, organising meetings, travel arrangements and social functions. Excellent presentation, several years senior level experience and flexibility to work in a team environment are essential. Age 23-35.

PLEASE RING 580 4766

EXECUTIVE PA
c.£16,000


ARCHITECTS
OFFICE

Shropshire based Architectural Firm requires a top level PA. He is a young, energetic, ambitious man who has been instrumental in the founding of the company on the Stock Exchange. His major responsibility is the continuing growth and development of the company and as such he believes his success is dependent upon his PA. You will be fully involved in both business and social matters

FRIDAY JULY 27 1988


RK **33**

BUYERS' GUIDE



01-481 1986
TRADE (ADVERTISERS)

COME HOME TO THE VILLAGE IN THE CITY



VISIT OUR SHOW CENTRE
 OPEN EVERY DAY 11am - 6pm

Wimber

WHARVES

VILLAGE


Westferry Road, Isle of Dogs, London E14

- * Spacious, superbly designed homes including fully fitted kitchens and bathrooms, and private gardens with townhouses and selected apartments.
- * 15 minutes from the city via Docklands Light Railway.
- * Visit the show centre and show properties, open 11.00 - 6.00 every day. For full details ring 01-538 2779.

2 bed apartments from £109,000

2, 3, 4 bed townhouses from £137,000 - £220,000

A DEVELOPMENT BY *Ideal* HOMES LONDON LIMITED



**LOWEST RATES EVER
FOR EQUITY RELEASE**

**HOME IMPROVEMENTS
CAPITAL RAISING**

**UNLIMITED FUNDS AVAILABLE FROM 9.5%
(ARREARS/C.C.J.'S CONSIDERED)**

FIRST TIME BUYERS SCHEME

**NO DEPOSIT
100% MORTGAGES**

NO FEES NO FUSS

**CONTACT: THE MORTGAGE CENTRE
46 ABBEY STREET, ACCRINGTON
Tel: 0254 34820 OPEN 7 days, 9 a.m. - 7 p.m.**

**WRITTEN DETAILS ON REQUEST
LICENSED CREDIT BROKER**

NW3 £320,000 STC
Penthouse Duplex, 2 beds, stunning views, 121 yr lease

W6 £290,000 STC
Large 4 bed 3 bath apartment, two 45' terraces, 125 yr lease

ST JAMES £180,000 STC
Pent 4 beds, 62 year lease

HEATHROSE HILL £139,500 STC
2 bedrm flat, 88 yr. lease

FULHAM Prices on application
3 bedrm Freehold house, 2 baths, gdn

NW1 Prices from £225,000 to £280,000
3-5 bedrm flats in attractive, matured bld, leases over 80 yrs

ASHLEY-SHEPPARD, 18-21 Jermyn Street
London, SW1Y 6HN.
Tel: 494 0389

FULHAM

HAMMERSMITH, W6
Rushmore, Wilm, Unmod

**C & R Properties,
287 City Road, EC1**

**Looking for a
property?**

Want a mortgage?

**Conveyancing
needs?**

**C & R Properties is a
unique new service which
has been developed to sell
property inexpensively and
efficiently.**

For just £295 + VAT we

McDowalls

**154,550, Victoria Street, Catterick
Street, E1**

Cay fringe country in period development. Well landscaped 2200 sq ft. 4 bdrms, 2 baths, 2 fireplaces, central heating, garage, driveway, swimming pool, garden, 12 ft. Lagoon, 120 sq. yards.

119,000, 100, Collier Street, Glasgow, E1

2 bedrooms Victoria country style house fully refurbished in excellent location. 2 bedrooms, 1 bath, 2 fireplaces, central heating, modern kitchen, wood burning stove, oak flooring, new windows and roof, small carport and garden. Plenty of charm and character.

01 790 9832

KNIGHTSBRIDGE SW1.

Stunning apt, with 2 roof terr, car port, 2 bdrms, 3 baths, 2 fireplaces, 2 balconies, 120 sq. ft. plot, priv, gym, 10, Harrods, Hyde Park.

CALL VALE WY. ST: S100.

133,000, VALE WY

Garden flat, with very large rear, 2 bdrms, shower, 2 baths, 120 sq. ft. plot.

135,000, net \$105

CHESLEA, GLOSTER

121 studio, 100, perfect with a terrace of modern, 275,500 and 178,000, net.

01 408 2339 (T)

bedrooms (1 with dressing room), 2 bathrooms, 3 WCs. Sunny sitting room, large kitchen onto 60ft garden. Study with open fire. Dining room. Kitchen. Utility room. Structurally faultless. Freehold.
£365,000.

Tel. 01 735 4006 office hours or 01 731 5326 evenings & weekends

WEST HAMPSTEAD
Stunning 3 bedroom Victorian house. Original features. 27' x 12' plot. £150,000. 01 735 4006

E245.
We can arrange a mortgage for you, even in difficult cases, and we also offer excellent conveying and legal facilities for the service that meets your requirements effectively.
Ring 01-251-6400.
C & K Properties Ltd

**Craven Hill
Gardens, W2.**

2 flats, 1 double bedroom with bath on suite, 2nd bedroom, 2nd bath. Large reception, fully fitted kitchen, new black tile, I.V. security. One flat with garage.

Around £220,000 &
£220,000. No agents.

Tel:011-499 3057.

1/2 beds, en-suite, front roof gdn and back balcony. CH. 999 Lease.
1/3rd freehold £81,500
Tel 01-450 4398 (eve).
(0502) 724058(day)

**MAIDA VALE/
LITTLE VENICE.**
Amazingly located 3 bedroom ex-local authority apartment with sun terrace

MAGNIFY Close to local amenities. Charming 3 bed Victorian terrace house. 2 receptions. Original fireplace, large bay window. Quaint. £95,000. Tel 01-896 3491

MIDWINTER - Attractive light 3 bed flat. Close Canterbury Rd/Highbury. Large roomy kitchen. £65,000. Tel 01-896 3491

[illegible][illegible][illegible][illegible][illegible][illegible][illegible][illegible]

CHELSEA & KENSINGTON

LARABIDEE penthouse SW/S with or w/o terrace. Ext. decorative or garden. Call: 08-967 5557.

NORWICH 100' x 100' plot, 100' frontage. No noise. Pictures take. Lng's view £150,000. Tel. 01-720 2906.

NO 10 Garden flat. 2 beds, 2 baths, living room, kitchen, central heating, double garage, carport, covered parking. £115,000. Tel. 01-665 5023.

STAMPED HANDBEAT NEWLY 1 bed house, 1 bath, 100' x 100' plot, 100' frontage. No noise. £99 995 /V/A. Tarrant G1 SE8 4141.

THURSTON Ideal plot a terrace of Vincent Square, magnificent views over the city, 100' x 100' plot, 100' frontage. No noise. £150,000. Please phone 01-828 7946.

[illegible]

JOE BARON Ball, C13,000 + bonus... Looking for Dallas-like social life? It's yours this year! Come join this large, influential Oil company. Being a key member of our team, you'll have an exciting co-ordinating diaries; sending up meetings; arranging receptions and banquets for our top executives. Fabulous offices, extremely social environment, if you have immaculate typing skills, please call today.

[illegible]

KLSEA Unusual small 2 bedroom penthouse on River. Furnished. Roof terrace. Spectacular 360 degree view London, Thames, Park, Sunny sea views. Freehold. No agents. Leasehold. £160,000. Tel 361 1430.

Continued on next page

[illegible]

THEATRE LOVER? Join our organization's staff to take on this exclusive Agency handling the theatrical industry's talent. East End theatres. At a key position, you will be responsible for working hand in hand with the producers, directors, and actors, ensuring the smooth running of the production. You will be responsible for the casting, booking, and moving, ensuring that the production is on time and on budget. You will have good typing and WP skills. Age 20+. Salary £12,500.00. Tel: 01-463-5713. McCarthy/Young Advise & Staffing Ltd. 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 89


01-380 9354

CONGRATULATIONS!

On finding your new home and on now being very close to discovering an equally attractive mortgage. Our **8.95%** lowest interest rate is only **one facet** of arguably the very best all round mortgage service available.

You will appreciate the flexibility of low start schemes, the possibilities of a 4 x salary advance, remortgaging and even 100% advances for the discerning monetary planner.

Our comprehensive service adds nothing to the rest of your mortgage but the advice may prove to be invaluable. Call us now on 01-380 9354. You may be opening the hubbly again soon.



PREMIER MORTGAGE CORPORATION

YORKSHIRE

De Savary wants to sail on into troubled waters

By Keith Wheatley

With just eight weeks to go until the start of the next America's Cup, the Blue Arrow challenge, headed by Peter de Savary, yesterday decided to fly its boat and support facilities to the regatta venue in San Diego. The airlift will go ahead even in the face of New Zealand's refusal to race the British team.

San Diego Yacht Club is the holder of the Cup after Dennis Conner's comeback victory in Australia last year. It plans to defend the trophy in a catamaran, a move which the New Zealanders, who are the automatic challengers, were unable to block in Monday's court action in New York. However, what they did block was a British bid, in the form of the Royal Burnham Yacht Club, to be a rival challenger for the Cup.

Peter de Savary and Michael Fay, his opposite number for the Mercury Bay Boating Club in New Zealand, held an acrimonious transatlantic telephone conversation in the early hours of yesterday morning. There was no change at

all in his position," said a furious De Savary, who now accepts it as extremely unlikely that Britain will get a chance to race this year. "He has a barrack-room lawyer mentality. The Americans are 100 per cent willing to let us compete and risk losing the Cup to our boat but Fay doesn't want to take a chance. He's the last man who should be involved in the America's Cup."

De Savary's belief that Fay has broken faith centres on a letter written to him by Fay in April. Once the Blue Arrow head knew his team could build a boat in time for a September regatta, he asked New Zealand for an acceptance. It came in a clear and simple letter from Fay. The New Zealand syndicate leader now says he did not realise he was agreeing to race such a revolutionary boat (Blue Arrow has produced the world's first foil-assisted monohull) and that the deal is therefore void.

In San Diego an aide to Michael Fay agreed that the exchanges between the two

had been "heated". In an interview broadcast in New Zealand yesterday, Fay said: "Mr De Savary's boat is not the right type, this is one Cup he's not in. We're not going to race the defender's catamaran without a protest and we won't race the British trimaran at all. We have an agreement made in New York last December to race the British if they turn up in the same type of boat as ours. If they do, then there will be a challenger series."

In the New York judge's verdict on the case, delivered on Monday, Justice Ciparick held that there had been an agreement between De Savary and Fay but that it lacked the necessary details to be enforced in a court of law.

Blue Arrow's rationale for dismantling the boat and its support craft and shipping them and 60 personnel to San Diego is twofold. "This is an intermediate, unexpected America's Cup. We didn't expect to race until 1991 anyway," de Savary said. "Setting up of a camp and sailing the boat in a competitive environment will be an invaluable rehearsal for the real thing. We're also incredibly proud of the technology this represents. To build a boat this unusual and have her go like a rocket straight out of the box is something all of Britain can be proud of."

"It won't do any harm to have her sailing off San Diego, flaunting her stuff in front of the New Zealanders. I just can't believe that Fay can be the first man in the history of this event to hide behind the law."

Blue Arrow, after extensive discussion with New York attorneys, has ruled out any appeal against the judgement. "No more lawyers," De Savary said. "She [the New York judge] was absolutely right that this whole thing should be on the water."



De Savary trying to keep his plans afloat yesterday

19 April 1988

Mr Peter De Savary
Blue Arrow America's Cup Challenge
UNITED KINGDOM

Dear Peter,

Mercury Bay Boating Club, as Challenger for the next America's Cup, agrees to a sail off with Royal Burnham Yacht Club in August 1988.

Kind regards

H. MICHAEL FAY

cc Sail America

Michael Fay's letter to de Savary in which he agreed to a challenge for the America's Cup

Gutteridge will know result today

By Pat Butcher, Athletics Correspondent

Jeff Gutteridge, the British international pole vaulter, will know this morning whether he is to become the first British athlete to fail a dope test. The first sample showed traces of what were said to be steroids and the second sample was analysed yesterday afternoon.

If the second test proves positive, Gutteridge effectively faces a life ban. He was tested at a training camp in the Canary Isles on April 29.

The urine was split into the

quits two samples, and the first sample was tested at the King's College laboratory two weeks ago. When it allegedly showed traces of an illegal steroid, Gutteridge was suspended from competition, pending a test on the second sample.

British Amateur Athletic Board officials confirmed yesterday that the results would be announced late this morning. And since, in the history of drug testing in Britain, a second sample has never

contradicted a first, Gutteridge is a prime candidate for an IAAF two-year ban for a first offence. But, since the BAAH has a policy of refusing to apply for reinstatement, that would mean the end of his career.

When Gutteridge received notification of the alleged irregularities in his first sample two weeks ago, it was understood that his solicitor responded, asserting that the original procedures for taking the sample had been con-

ducted improperly. But the Swiss athlete, Sandra Gasser, claimed similar improprieties over her positive dope test at the world championships in Rome last year. That claim was turned down in the High Court.

At his home in Slough last night, the former Commonwealth silver medal winner said: "I can definitely say I will be taking legal action if the results of the test go the wrong way. Obviously, it's an anxious time."

"There were two main fac-



Bishop: London meeting

Bishop's move
David Bishop, the Pontypool and Wales scrum half, could be wearing Hull Kingston Rovers Rugby League Club's colours soon. Ron Turner, Rovers' secretary, said: "A deputation from the club met Bishop and his agent in London on Monday night to negotiate the deal. They couldn't come to terms but we are confident that Bishop will sign by the end of the week."

Roche hits road again

Stephen Roche, Ireland's 1987 Tour de France winner, makes his comeback after injury when he rides in the Kellogg's Professional Tour of Britain next month. Roche has not competed since mid-April because of knee trouble following a crash, but a Munich clinic has given him the all-clear to resume racing after a series of training sessions through the Wicklow Mountains near his Dublin home.

"I'm feeling good and there hasn't been the slightest twinge from the knee," said Roche before returning to the Continent for training. Last year, Roche became the first man since Eddy Merckx to win the Tour of Italy, Tour de France and world professional road race championship.

Proud Bird is forced to abandon record attempt

A limping powerboat and a 600-gallon oil slick in mid North Atlantic are all that remain of Tom Gentry's \$5.5 million hope to take the transatlantic Blue Riband (Malcolm McKeng writes). At 3.45 a.m. yesterday 20 knot winds and 12ft seas forced Gentry to abandon his attempt to break Richard Branson's 3day 8hr 31min record.

Proud Bird had covered 1,187 miles from New York but was still 1,621 miles away from Bishop Rock lighthouse on the Isles of Scilly.

Azimut Challenger, the Italian boat which set off four hours behind Gentry, was reported 1,400 miles east of New York at 4 p.m. yesterday, running at 37 knots in 15ft following swells and still hoping to beat the record. Azimut too is experiencing problems,

particularly with a coolant leak from one of her four 1,682hp diesels.

Trouble began for Gentry's 110ft British-built boat, when a forecasted "weather window" of light winds and smooth swells failed to open. Instead she met poor visibility, strong winds and rough water. Three hours late for her re-fuelling rendezvous, the crew exhausted and bruised by the constant battering and with no prospect of a let-up in the weather, Gentry took the decision to slow down and head Proud Bird for St John's.

To beat Branson's record, the Italians with Dag Pike, their British navigator, and Winthrop Rockefeller, the American millionaire, as their token passenger, must reach the Scillies by 0200 tomorrow.

Mankind easily outpaced at a gallop



Three against one: Dr Wilson finds the odds very much against him in yesterday's gallop below Somerset's Blackdown Hills. Photograph: Nick Rogers.

Tyson calls for hold on Bruno date

New York (Reuters) — Mike Tyson settled his contract dispute with his manager, Bill Cayton, on Tuesday and then announced that he was taking a break from boxing and would not box the British heavyweight, Frank Bruno, as scheduled.

Tyson, who had sued to break his contract with Cayton, reached an out-of-court settlement under which Cayton will remain his manager until February 11, 1992.

However, Cayton's share of Tyson's boxing income will drop from 33 per cent to 20 per cent, and his cut of the champion's future commercial endorsements was reduced from 33 per cent to 10 per cent.

Tyson also gained the right to veto any proposed fight, control the hiring of a trainer and have an accountant of his choice review "all revenues past, present and future."

"I'm running the show now," Tyson said at a news conference attended by his wife, mother-in-law, adviser Donald Trump, Cayton and attorneys for both sides. "If I disagree with anything, it doesn't have to happen."

Cayton said he was pleased that the bitter dispute was resolved following an all-day negotiating session on Monday.

"If it had gone to trial, it would have been disagreeable and unhappy for everyone," he said. "Let the past be past and let's go on to a bright future."

Tyson said the immediate future would include a scheduled bout on September 3 against Bruno at Wembley Stadium.

"I'm going to take six to eight weeks off. I just don't want to fight right now."

Stewart appeals for big changes in county game

By Alan Lee, Cricket Correspondent

The men who run county cricket were given a stark message yesterday by the England manager, Micki Stewart. In the immediate aftermath of a 10-wicket defeat at Headingley, which conceded the Cornhill series to West Indies, Stewart warned that England will continue to struggle until there are big changes of attitude and conditions in the domestic game.

Stewart has compiled a six-page report on his views, which he will present to the Test and County Cricket Board (TCCB) within a fortnight. The counties will have a chance to debate it at the board's autumn meeting. At a post-match team meeting yesterday Stewart also counselled the opinions of the England players and found broad agreement that the gulf between county and Test cricket is now unmanageably great.

largely owing to the poor quality of championship pitches and, he believes, the dominance of overseas players.

"It is very necessary to look seriously into our traditional domestic game in order for us to compete and be acceptably successful at the highest level," Stewart said, adding that he had long been hoping to expound his theories from a position of strength after an England victory. Presumably, he has wearied of waiting. England have gone 17 Tests without a win.

"I don't want these opinions to be seen as an excuse for what has gone on out there," Stewart continued. "We have lost 3-0 and that's it. We have been stuffed out of sight. But this type of cricket is too far removed from our domestic game. It's farther apart than ever and something must be done."

Stewart has long been advocate of four-day cricket in the county championship but he accepts that a commitment to the longer game would be ruined unless better pitches are prepared. He also believes that our grass-roots system is "the weakest in the world" and that we are wasting the chance to employ specialist coaches, such as John Snow, in the area of fast bowling.

"The thinking of county clubs these days revolves around revenue. Perhaps they lose sight of the fact that their biggest source of revenue is the Test pool. It could be that their share will not be so big unless our fortunes improve at this level."

The dilemma of Test players was best summed up by the captain, Chris Cowdrey. "We have a championship which is great fun. It is usually played on sporty pitches and things are happening all the time. But from that you have to find a side to play a totally different sort of game on good Test pitches against high-class bowling. The two games are so different."

"Pitches are the biggest problem. We have all seen teams win championships on bad wickets. Through this, batsmen come into a Test in no sort of form and bowlers arrive with a false confidence. Someone has to stop the doctoring of pitches and perhaps more onus should be put on the umpires."

Stewart joined the debate on overseas players with his personal view that none should be allowed in the county game. But Viv Richards, the West Indian captain, holds the opposite view.

"It is a feeble excuse," he said. "It is sad to me that overseas players take the knock whenever England lose."

Stewart joined the debate on overseas players with his personal view that none should be allowed in the county game. But Viv Richards, the West Indian captain, holds the opposite view.

"It is a feeble excuse," he said. "It is sad to me that overseas players take the knock whenever England lose."

"There were two main fac-

tors behind my decision," he said. "Firstly, I was very impressed with Colin Harvey, his thoughts on football and the role he has in mind for me. Secondly, I was a bit disenchanted with London and I felt that I needed a new challenge. I am looking forward to settling up in the North."

"It was a tough decision between two great clubs but I am certain that I have made the right one. I want to win titles and establish myself in the England squad and I think that I have a better chance of doing that here than I would have had at Arsenal."

Andy Thorn became the second member of Wimbledon's FA Cup-winning side to join Newcastle United this summer when he signed for them in an £850,000 transfer yesterday. The England under-21 central defender, who had just been appointed captain of Wimbledon, has agreed to a five-year contract.

close to their chest, a tactic they intend to follow if possible right up until the League extraordinary general meeting on August 6. Unless it is feared it would be ruled unconstitutional, they intend to present their bid to the assembled League clubs in a sealed envelope.

"We are still investigating that possibility," Bob Hunter, the managing director of BSB's Now channel, said yesterday. "But obviously there is no point in doing that if there is any risk of it being ruled out of order at the time."

Hunter was unwilling to speculate on what decisions he and his colleagues, in concert with some interested major shareholders, will reach today.

After being burnt in the previous round, BSB yesterday were playing their cards

Horses hammer man in fun run

By Jack Waterman

As a favourite fantasy, "man bites dog" has fascinated generations of journalists. "Man beaten by racehorses" does not quite have the same literary snappy appeal, but at least it has happened: the latest instance being yesterday on one of Martin Pipe's storm-soaked wood-chip gallops on his training grounds below the Blackdown Hills in Somerset.

Dr Alan Wilson, 6ft 3in, a muscular, bearded international runner in satiny blue and white strip, took on half a dozen of this leading National Hunt stable's inmates, in the knowledge that never in recorded history has a man raced against a horse and won. And that still remains true. Dr Wilson pounced on the gallop, was seen overtaken and well beaten after 150 metres; the winner was a new chasing recruit from Ireland called Big Paddy Tom, ridden by the champion jockey, Peter Scudamore.

Strange as this interlude may seem, it had a purpose. Earlier in the day, close by in Taunton, it had been announced that Marlborough Leisure Park, the company behind the expansion of Uttoxeter racecourse, and with ambitions for an entirely new course near Swindon, had put up £1 million to endow a new Chair in Comparative Biomedical Sciences at Bristol University.

The racehorse/human fun run was a celebration of this event, because the research which will stem from it will be concerned in essence with the study of the training of human athletes and its application to the training of racehorses. To illustrate this, Dr Wilson who is trained in veterinary science (as well as actually being able to ride a horse) compared his own routine with that of a racehorse which spends a good deal of the day idle in his box: "I run about 120 miles a week, but I don't spend 20 hours a day in bed."

Dr Allen Goodship is the occupant of the new chair at Bristol and one of Britain's leading experts into research into orthopaedic injuries in racehorses. He explained: "We decided a lot of areas of research are not covered. Marlborough will support research at Bristol to the benefit of British racing and horses in general."

One of the aims of the research will be towards preventive application: to diminish the number of injuries suffered by racehorses, to improve their training surfaces, as well as nutrition, and hence reduce the wastage and early retirement of so many good horses which takes place today.

A new sports medicine clinic for animals will be established at the university's School of Veterinary Sciences at Langford.

It is intended that the new facility will link up with a modern veterinary clinic to be established at the new racecourse proposed by the Marlborough Leisure Park Group near the M4 at Swindon. The intention is that several hundred racehorses would be trained at the new racecourse, to enable on-the-spot undergraduate and postgraduate work with horses to take place.

After being burnt in the previous round, BSB yesterday were playing their cards

0291 001520